

LIA

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IN FINANCE



PENSIONS AWARENESS WEEK
TIME TO GET ON BOARD

Pensions research

September 2022

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B&A

RESEARCH
& INSIGHT





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- **8 Question Survey that covered:**

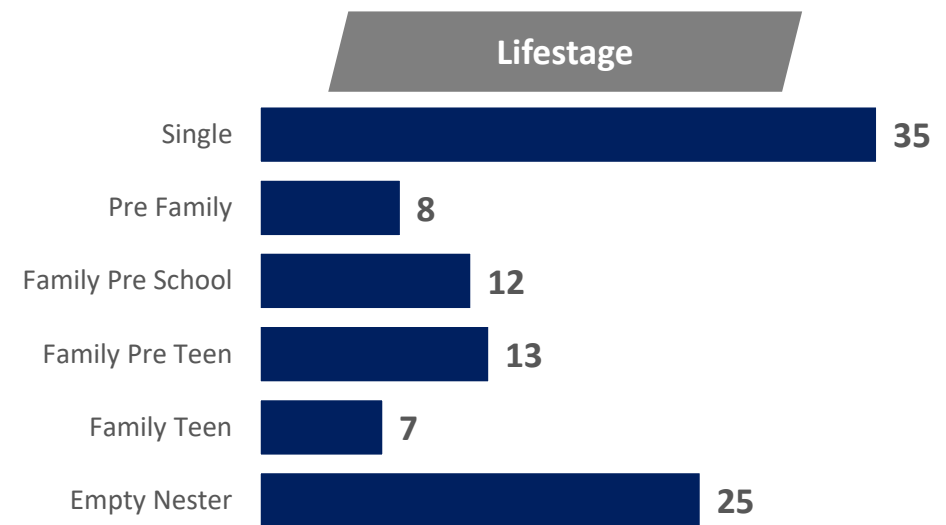
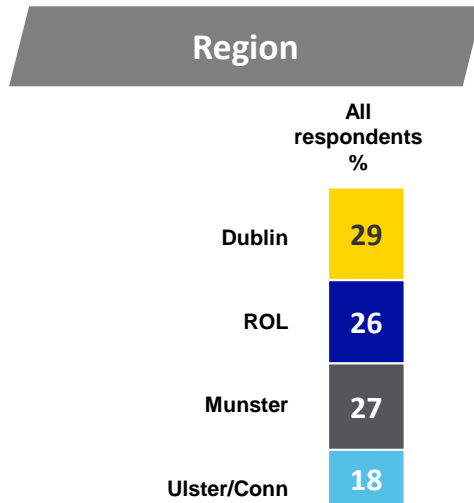
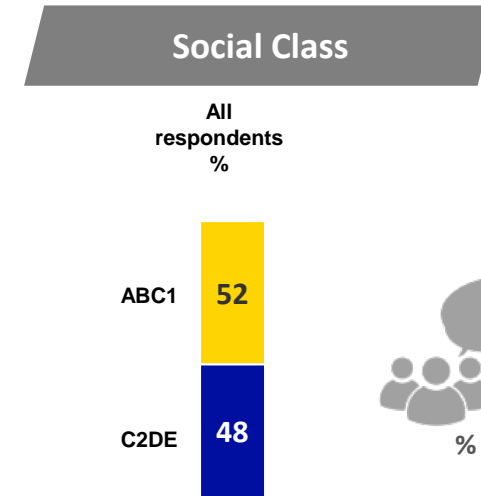
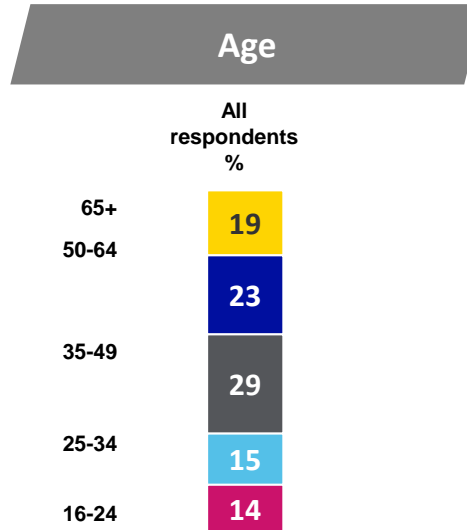
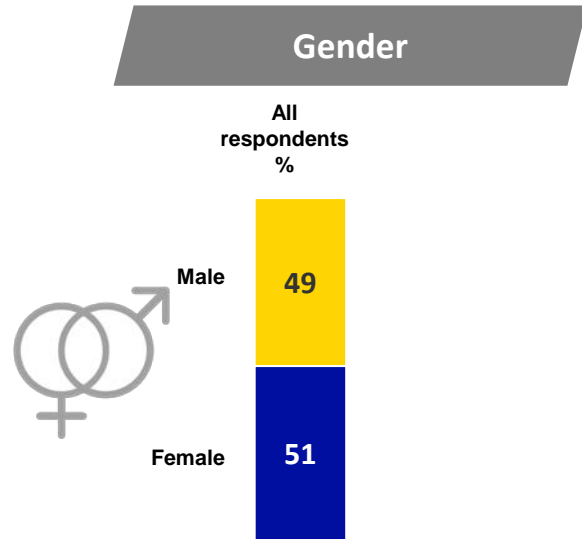
- Holding of pensions products.
- Pension planning behaviour and attitudes towards their finances in retirement.
- Attitudes towards financial advisors.

- **Nationally representative sample of 1,002 adults ages 16+**

- Quota controlled in terms of gender, age, socio-economic status and region.
- Weighted to population estimates.
- Fieldwork was conducted late August – early September 2022.

Profile of Sample

Base: All adults n – 1002 (16+)

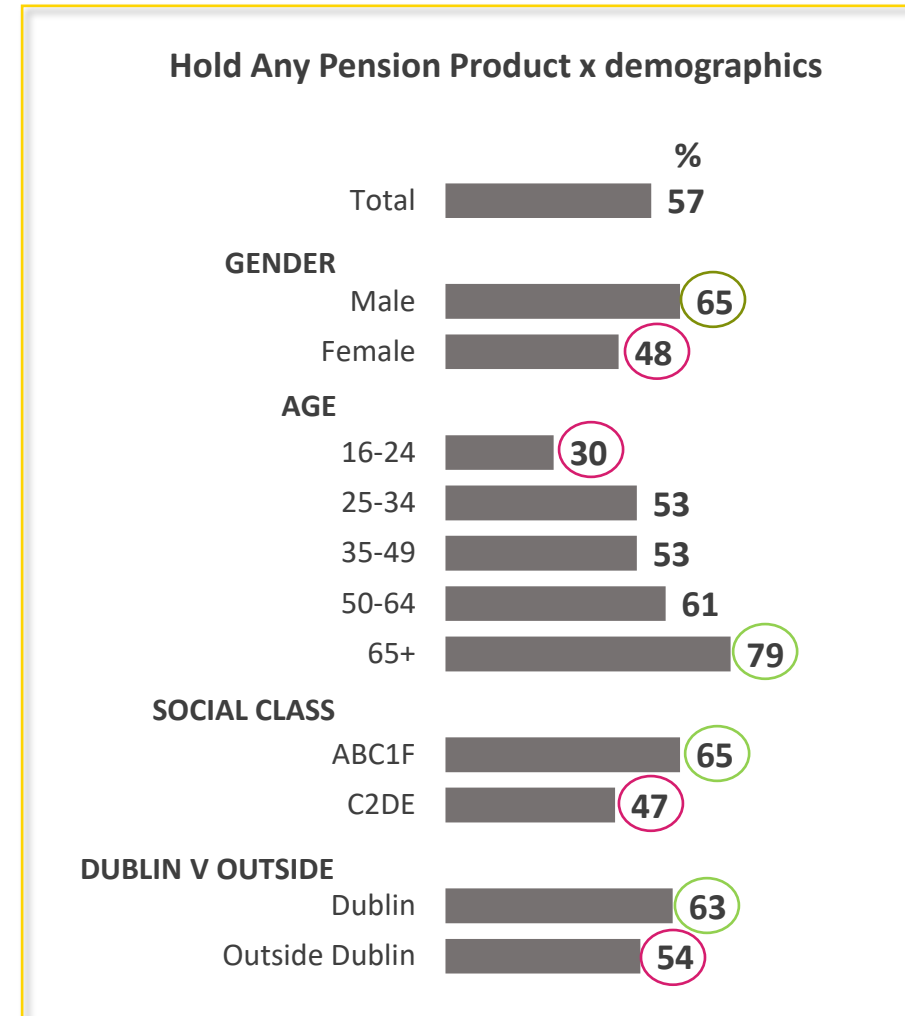
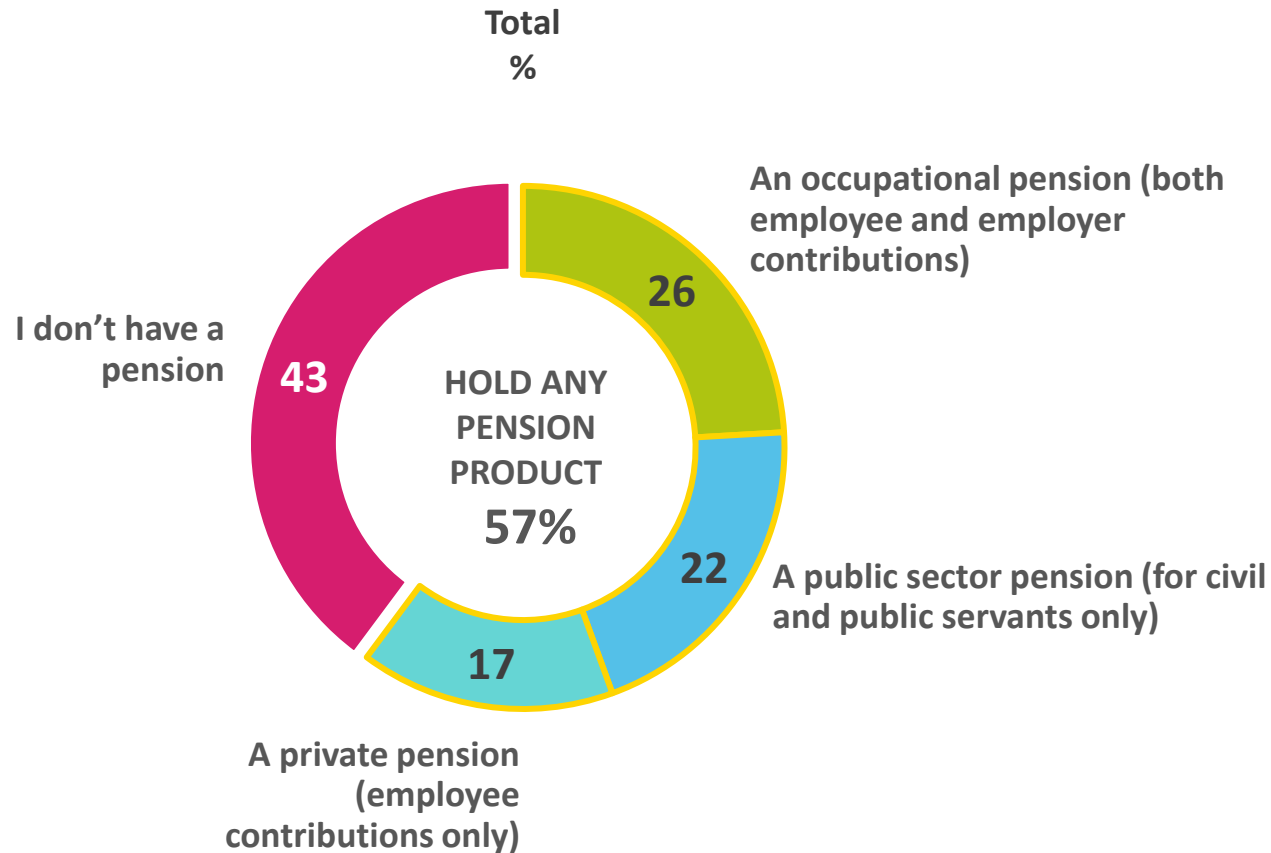




Research results

Pension products personally held

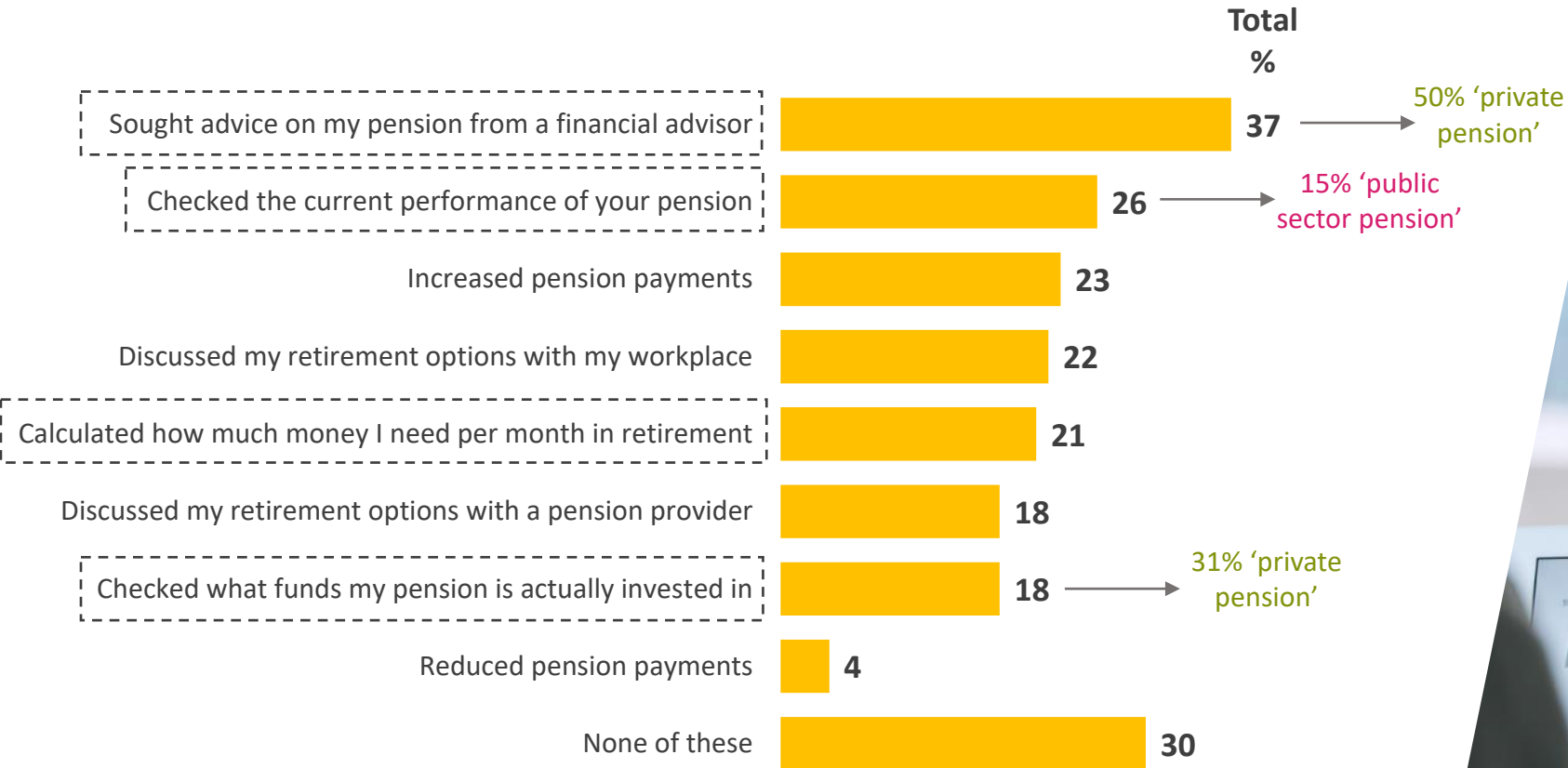
Base: All adults n – 1002 (16+)



Over half (57%) hold at least one pension product. Males and Females are as likely as each other to receive a public sector pension, but Men are more likely to have an occupational pension or private pension. Dubliners are more likely to have a pension compared to those living outside of Dublin, as are white collar workers compared to blue collar.

'Ever done' in relation to planning around your pension

Base: All who 'hold any' pension product n - 578

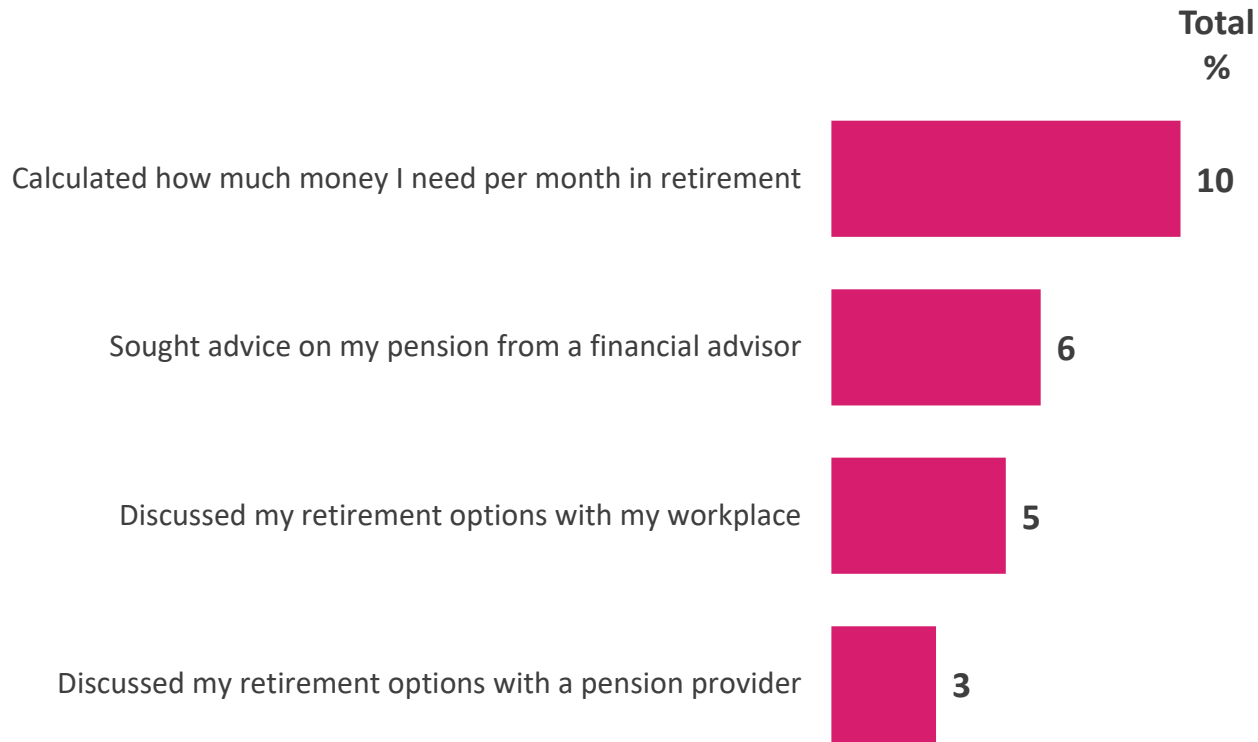


Of those who current hold 'any' pension product, over a third have sought advice from a financial advisor at some point. Just over 1 in 4 have ever checked the current performance of their pension, with just over 1 in 5 having calculated how much money they need per month in retirement. Less than 1 in 5 of those with a pension have checked what funds their pension is actually invested in.



'Ever done' in relation to planning around your pension

Base: Those who do not have a pension n - 424



Amongst those who do not currently have a pension, only 1 in 10 have calculated how much money they need per month in retirement. About 1 in 20 have sought advice on pensions from a financial provider with the same number having discussed retirement options with their workplace at some point.



'Ever done' in relation to planning around your pension



Base: All adults n – 1002 (16+)

Base : All Respondents	Total	Gender		Age					Social Class		Region					Pension	
		Male	Female	16-24	25-34	35-49	50-64	65+	ABC1F	C2DE	Dublin	Outside Dublin	Leinster	Munster	Conn/Ulster	Don't have pension	HOLD ANY Pension product
UNWTD	1002	485	517	72	206	288	266	170	516	486	281	721	266	287	168	424	578
	%	%	%	%	%	%	%	%	%	%	%	%	%	%	%	%	%
Sought advice on my pension from a financial advisor	23	27	20	7	17	22	32	33	30	17	25	23	26	22	18	6	37
Calculated how much money I need per month in retirement	17	20	14	9	16	13	21	23	18	14	20	15	16	14	16	10	21
Checked the current performance of your pension	15	20	10	9	12	13	20	16	18	10	17	14	13	16	11	-	26
Discussed my retirement options with my workplace	14	18	11	4	12	12	17	24	15	14	17	13	14	13	11	5	22
Increased pension payments	13	18	8	9	12	12	15	17	17	9	18	11	11	14	7	-	23
Discussed my retirement options with a pension provider	11	14	8	5	10	10	14	16	13	9	10	12	11	12	11	3	18
Checked what funds my pension is actually invested in	10	14	7	4	8	10	15	13	13	8	13	9	10	10	9	-	18
Reduced pension payments	3	4	1	-	3	3	4	2	3	2	3	2	4	1	2	-	4
None of these	53	44	61	79	53	54	42	43	46	59	44	56	53	57	60	82	30

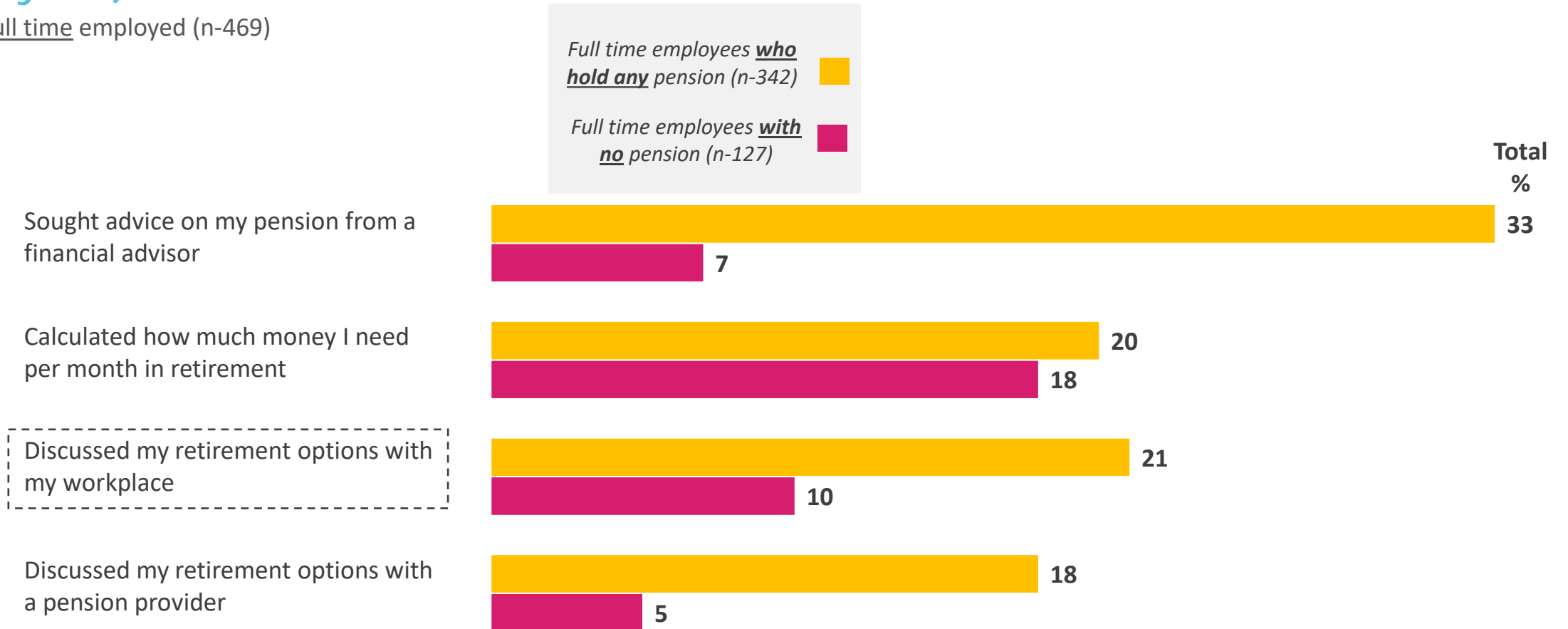
Overall, those over 50 years of age are more likely to have sought advice from a financial advisor at some point, with checking the performance of a pension peaking amongst the 50-64 age cohort. Over half of the population have done 'none of these' pension planning behaviours before the age of 50.



'Ever done' in relation to planning around your pension (Full time employees)



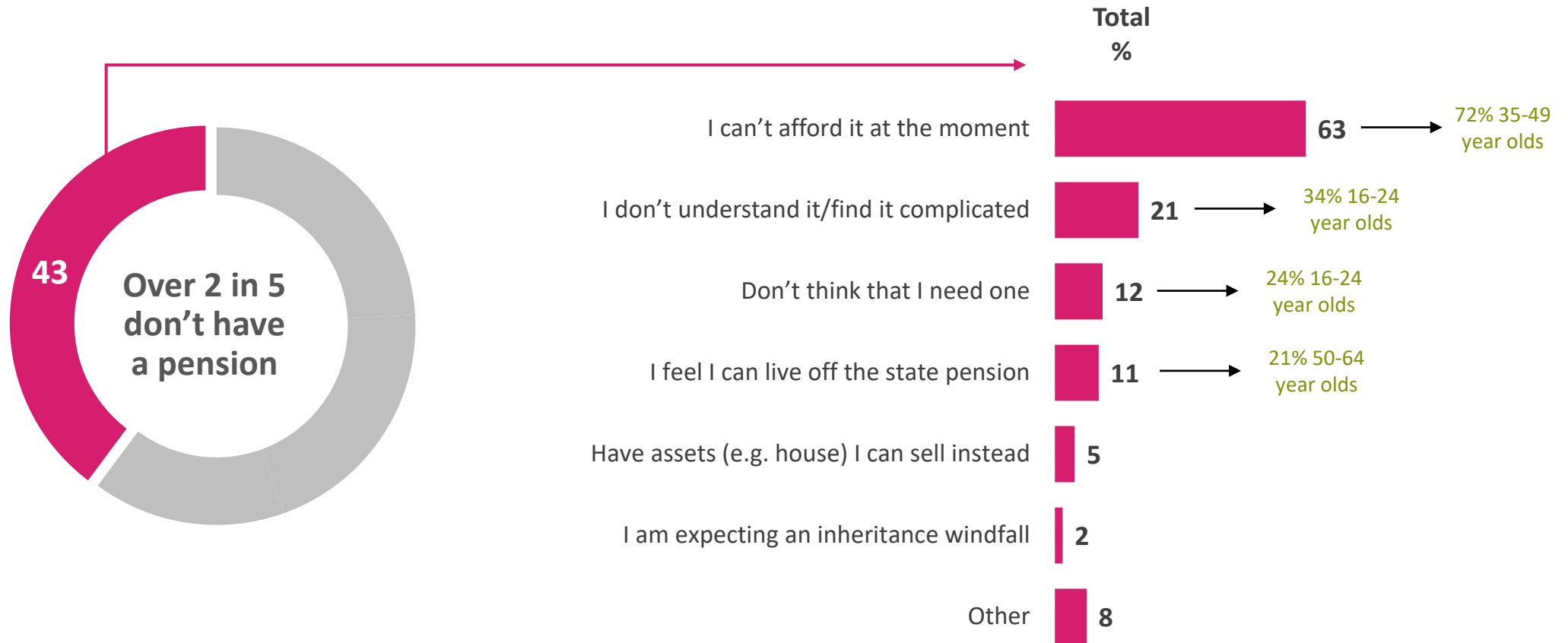
Base: All full time employed (n-469)



Of those in full time employment and without a pension, only 1 in 10 have discussed retirement options with their workplace, with only 1 in 20 of them having discussed retirement options with a pension provider. Only 1 in 5 of those who work full time and have a pension have discussed retirement options with their workplace.

Reasons for not having a pension

Base: Those who do not have a pension n - 424



Of those who don't have a pension, 2 in 3 say that they can't afford it at the moment, with this peaking amongst the young and pre family age cohorts (35-49 year olds). Younger age cohorts are more likely to state that they 'don't understand it/find it complicated', or that they don't need one.

Reasons for not having a pension



Base: Those who do not have a pension n - 424

Base : Don't have Pension	Total	Gender		Age					Social Class		Region					Don't have pension	HOLD ANY Pension product
		Male	Female	16-24	25-34	35-49	50-64	65+	ABC1F	C2DE	Dublin	Outside Dublin	Leinster	Munster	Conn/ Ulster		
UNWTD	424	159	265	54	102	131	103	34	163	261	95	329	104	135	90	424	578
	%	%	%	%	%	%	%	%	%	%	%	%	%	%	%	%	%
I can't afford it at the moment	63	66	60	57	58	72	67	42	60	64	64	62	63	61	61	63	-
I don't understand it/find it complicated	21	20	22	34	27	24	6	3	26	18	21	21	21	16	28	21	-
Don't think that I need one	12	13	11	24	16	9	3	5	14	10	13	12	11	14	9	12	-
I feel I can live off the state pension	11	9	12	3	3	6	21	43	11	11	5	13	16	10	13	11	-
Have assets (e.g. house) I can sell instead	5	5	4	-	2	4	10	12	4	5	3	5	6	4	6	5	-
I am expecting an inheritance windfall	2	3	1	3	1	1	3	2	4	1	1	2	1	4	1	2	-
Other (please specify)	8	5	10	7	7	7	9	13	7	9	6	9	5	10	11	8	-

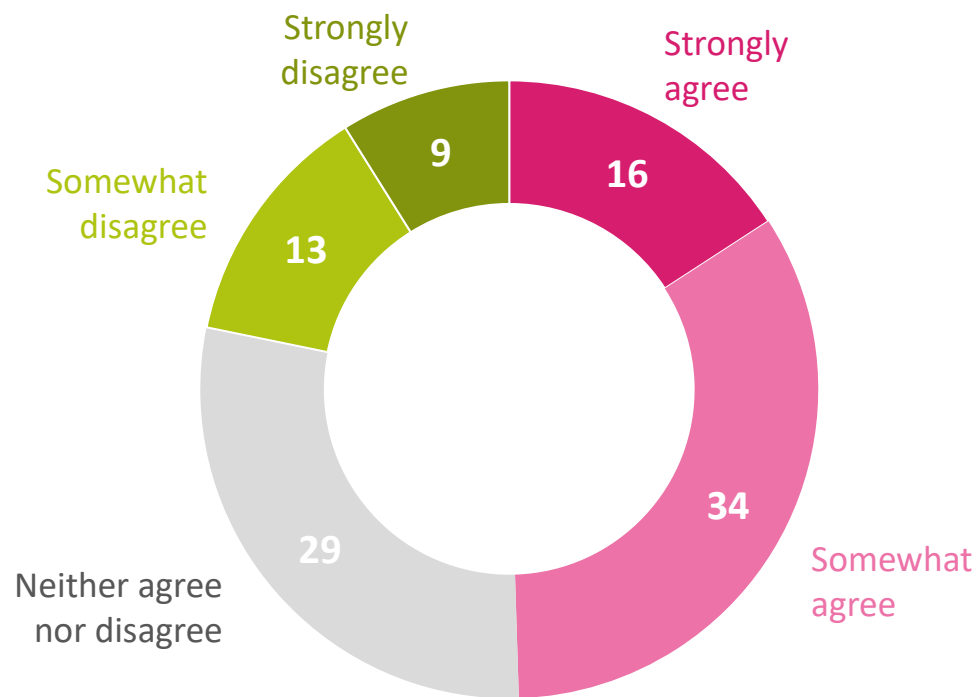


Many find pensions complicated to understand

Base: All adults n – 1002 (16+)



Level of agreement:
'I would like to know more about pensions, but I find it complicated to understand'
%



Half of the population would like to know more about pensions, but find it complicated to understand. 71% of those who 'work full time and currently have no pension' like to know more, but find it complicated to understand.

Attitudes towards their retirement



Base: All adults n – 1002 (16+)

Total



Over 2 in 5 of the population are uncertain as to whether they will have sufficient money saved for retirement, with half not knowing how much they need each month in their retirement. 2 in 5 already know that they won't have sufficient money saved for retirement, with the same number believing they will need to work longer than intended due to an insufficient pension.

Attitudes towards their retirement



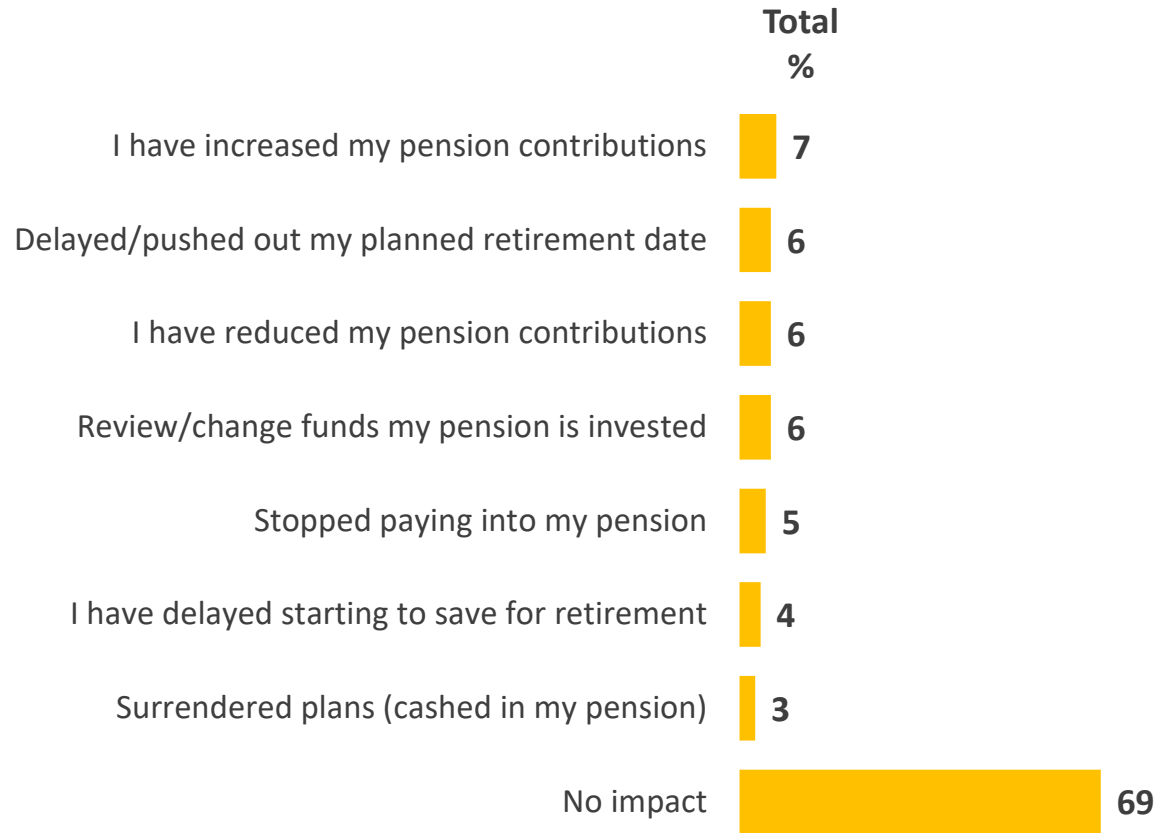
Base: All adults n – 1002 (16+)

ANY AGREE	Total	Gender		Age					Social Class		Region					Pension	
		Male	Female	16-24	25-34	35-49	50-64	65+	ABC1F	C2DE	Dublin	Outside Dublin	Leinster	Munster	Conn/Ulster	Don't have pension	HOLD ANY Pension product
UNWTD	1002	485	517	72	206	288	266	170	516	486	281	721	266	287	168	424	578
	%	%	%	%	%	%	%	%	%	%	%	%	%	%	%	%	%
I would like to know more about pensions, but I find it complicated to understand	49	42	56	56	62	59	41	30	52	46	48	50	51	46	53	52	47
I believe that I will need to work longer than I intend to, due to an insufficient pension	43	44	41	48	53	53	39	18	46	39	48	41	36	40	48	50	37
I am uncertain as to whether I have sufficient money saved or not for retirement	42	41	43	44	53	48	37	28	43	41	43	41	39	43	43	46	39
I already know that I won't have sufficient money saved for retirement	38	36	40	26	39	47	45	26	34	43	34	40	40	39	43	47	32
I will have sufficient money saved to enjoy a good standard of living in retirement	29	32	26	28	30	19	28	45	32	26	33	27	33	24	25	14	41
I know how much money I need each month in my retirement	28	36	20	13	18	19	36	52	29	26	32	26	29	26	22	16	37

Nearly 2 in 3 of the 25-49 age cohort are open to hearing about pensions but find it complicated to understand. The reality of financial needs in retirement appear to set in around the young family lifestage (35-49 years old) for many, with nearly half realising at this point that they won't have sufficient money saved for retirement. Males are more likely to feel that they know how much money they need in retirement – with this becoming more concrete above the age of 50.

Cost of living impact on retirement saving

Base: All who 'hold any' pension product n - 578

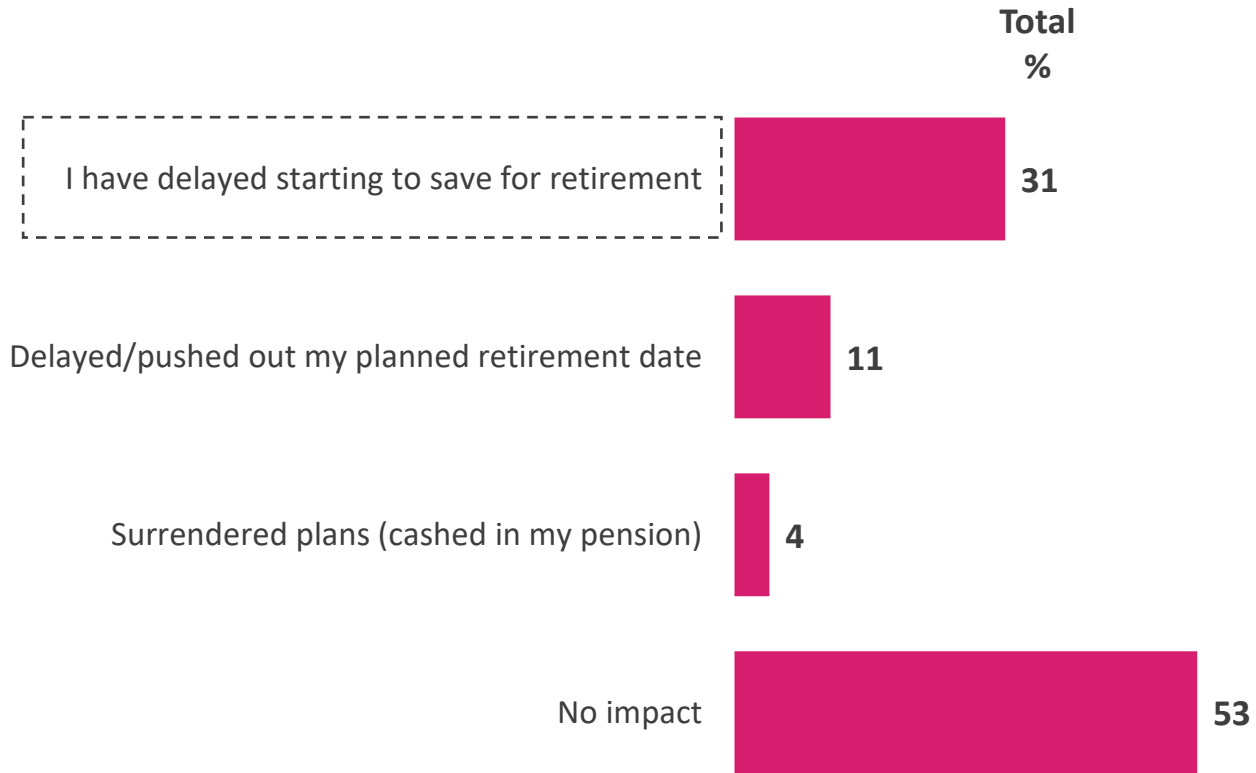


Amongst those who have a pension, the increase in the cost of living has not impacted retirement savings for the large majority.



Cost of living impact on retirement saving

Base: Those who do not have a pension n - 424



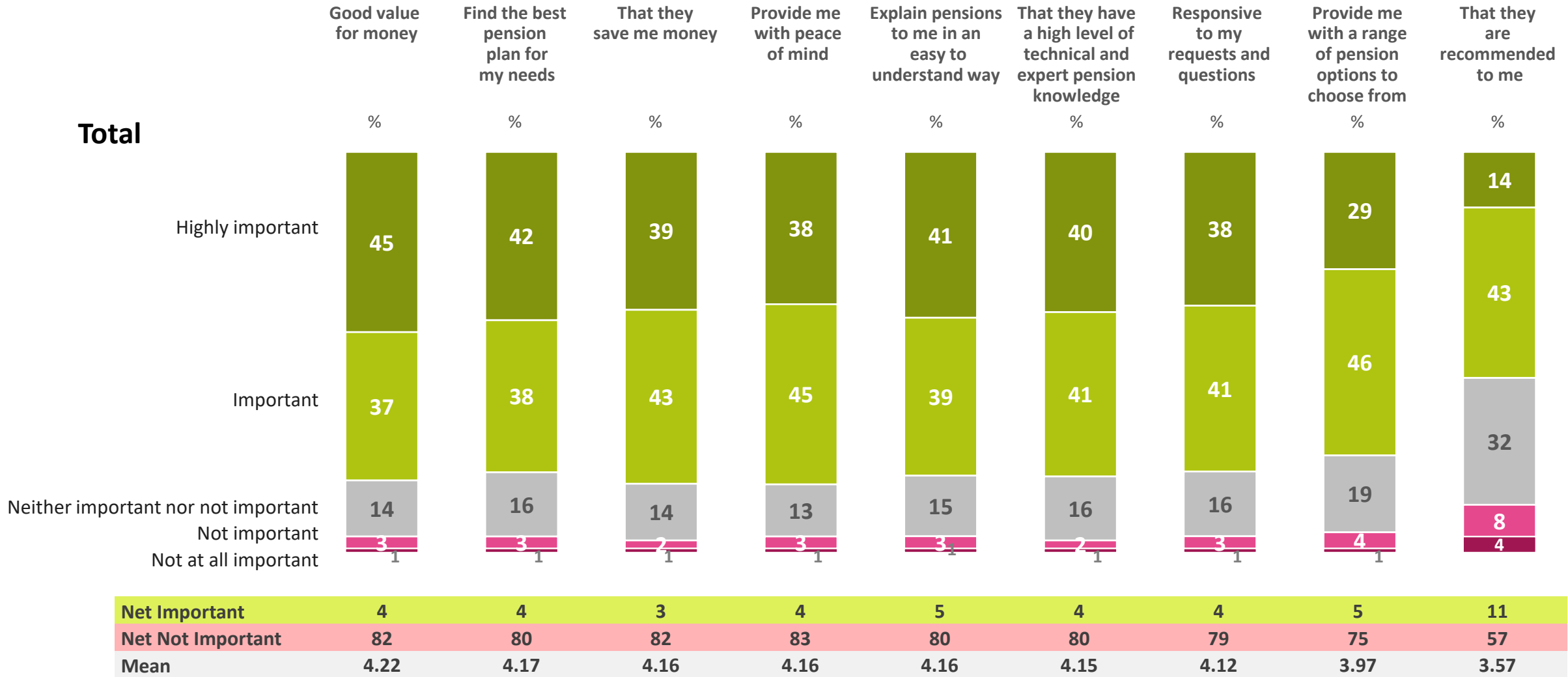
Nearly a third of those who do not have a pension feel that the increase in cost of living has delayed them starting to save for retirement.



What is important when considering using a financial advisor?



Base: All adults n – 1,002



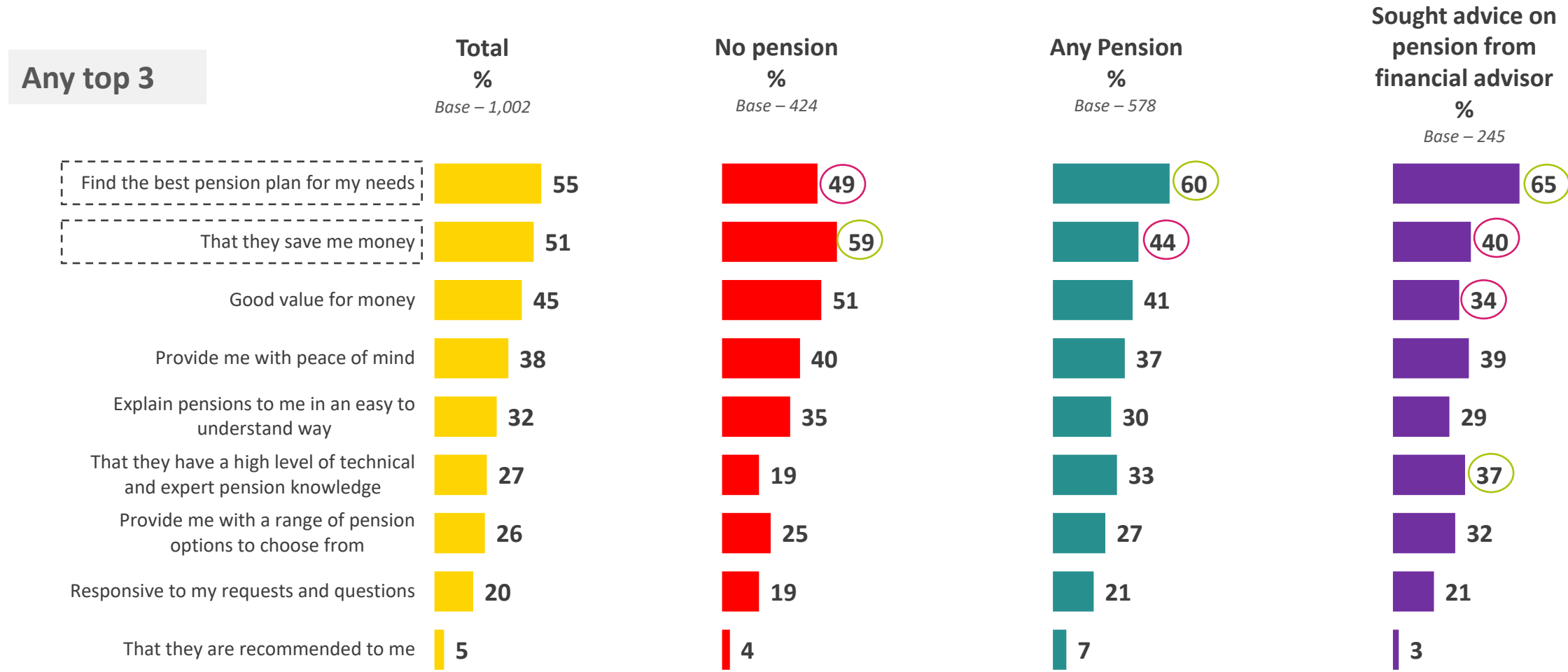
There are a wide array of important factors when considering using a financial advisor. Providing a range of pension options to choose from appears less important than other factors.



What is important when considering using a financial advisor? (RANKING)



Base: All adults n – 1,002



Those who have a pension are more concerned with a financial advisor finding the best pension for their needs, whereas saving money appears to be a more important factor for those without a pension provider.

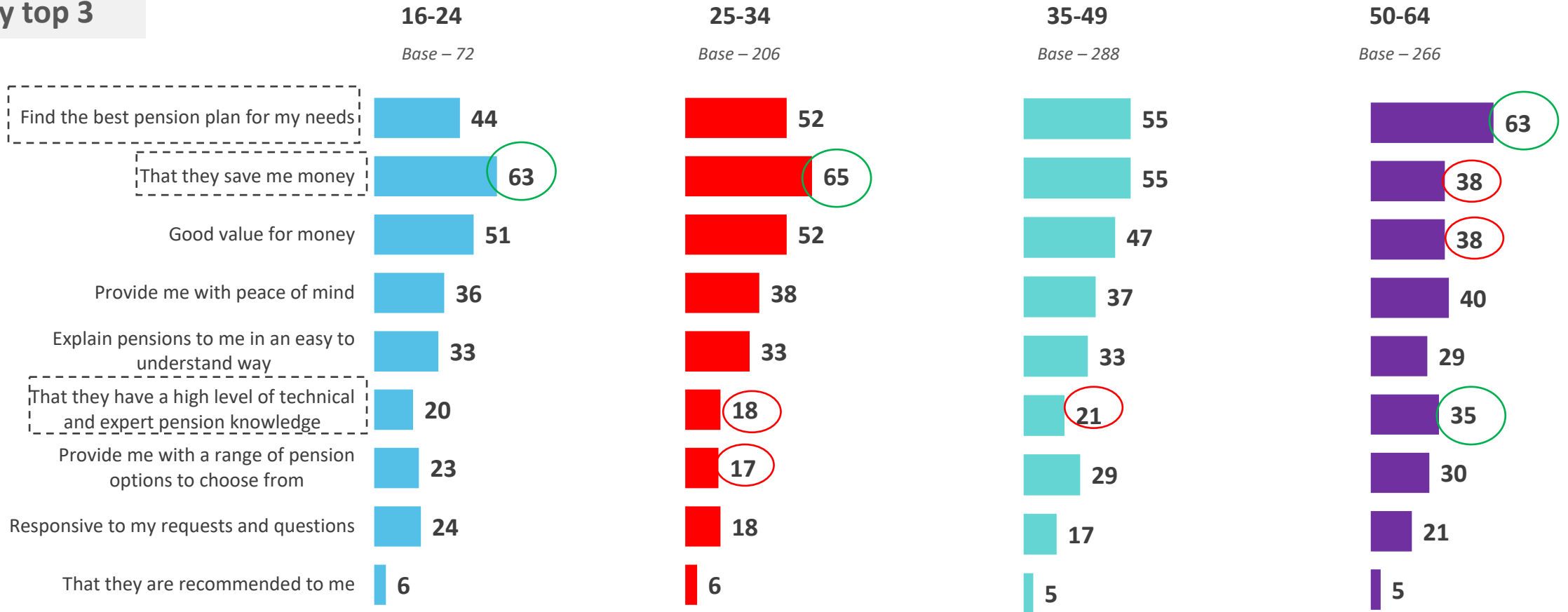
What is important when considering using a financial advisor? (RANKING)



Base: All adults n – 1,002

Age

Any top 3



Younger age cohorts are likely to be more motivated by a financial provider who can save them money around pension advice. The importance of technical knowledge appears more important for those over 50 years of age.





Concluding thoughts

KEY INSIGHTS



Over 2 in 5 do not have a pension, with lower pension holdings amongst females, social class C2DE and those living outside of Dublin.



Half the population (49%) would like to know more about pensions but find it complicated to understand



Just under 2 in 5 (38%) already know that they won't have sufficient money saved for retirement, with the same number believing they will need **to work longer than intended** due to an **insufficient pension**.



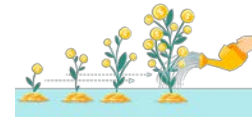
Only 1 in 20 of those without a pension have ever discussed retirement options with their workplace



Even amongst those with a pension, **attention to its performance is low** - only 1 in 5 of those with a pension having ever checked what funds their pension is invested in.



Amongst those who have a pension, the increase in the cost of living has **not impacted retirement savings for the large majority**. However, nearly a third of those who do not have a pension feel that the increase in cost of living **has delayed them starting** to save for retirement.



In terms of needs from a financial advisor for pensions advice, those who have a pension are more concerned with a financial advisor **finding the best pension for their needs**, whereas **saving money** appears to be a more important factor for those without a pension provider.



Younger age cohorts are likely to be more motivated by a financial provider who can **save them money** around pension advice. The **importance of technical knowledge** appears more important for those over 50 years of age.