



WOMEN'S FINANCIAL FUTURE

Laura Abba

Head of Product Services & Customer Experience, Funds & Insurance

July 2016

Section
01

TODAY & TOMORROW

ANZ'S #EQUALFUTURE CAMPAIGN



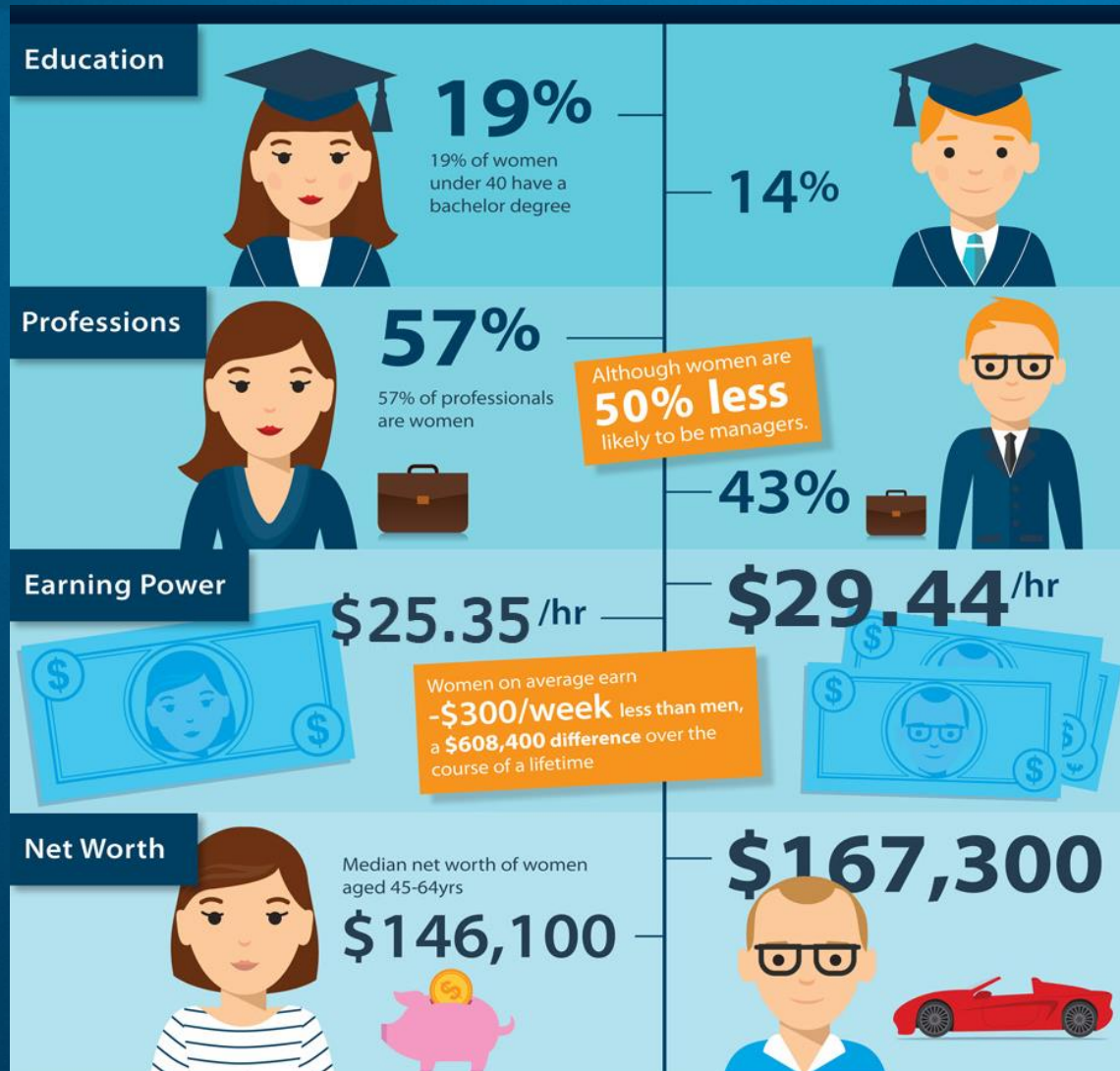
BECAUSE THIS IS TOMORROW'S REALITY



Section
02

LIFE EVENTS & ATTITUDES

WE KNOW THERE ARE SIGNIFICANT DIFFERENCES BETWEEN MEN AND WOMEN



BUT THERE ARE OTHER KEY LIFE EVENTS THAT IMPACT WOMEN'S FINANCIAL FUTURES



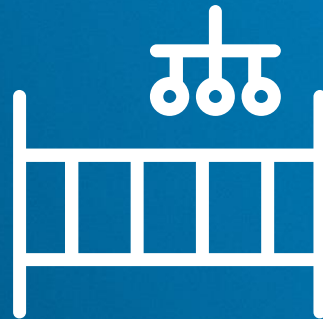
THESE EVENTS INFLUENCE WOMEN'S ATTITUDES TOWARDS INSURANCE, SAVINGS & THE VALUE OF THEIR CONTRIBUTION

GETTING MARRIED



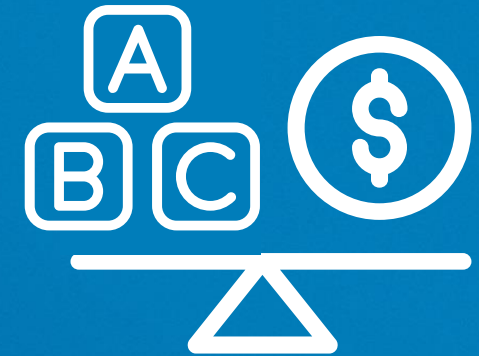
'My partner earns more than me. He's the one that should be insured and saving for retirement'

STAY-AT-HOME MUM



'I'm not the breadwinner. I don't contribute anything'

PART-TIME WORKER



'I'm only working part-time I don't earn enough to worry about being insured or saving in KiwiSaver'

WOMEN ARE LESS CONFIDENT ABOUT REACHING THEIR GOALS



34%

The infographic features a light blue semi-circular shape with a white percentage value inside. Below the shape is a thin white horizontal line.

OF WOMEN FELT
CONFIDENT ABOUT
REACHING
RETIREMENT SAVING
GOALS



55%

The infographic features a medium blue semi-circular shape with a white percentage value inside. Below the shape is a thin white horizontal line.

OF MEN FELT
CONFIDENT ABOUT
REACHING
RETIREMENT SAVING
GOALS



55%

The infographic features a white semi-circular shape with a dark blue percentage value inside. Below the shape is a thin white horizontal line.

OF WOMEN CURRENTLY
SAVING FOR THEIR
RETIREMENT FELT THEY
ARE BEHIND TARGET

BUT OFTEN BURY THEIR HEAD IN THE SAND

Women fall in to three distinct categories when it comes to their approach to finances

**Fully
engaged**

FULLY ENGAGED WITH
THEIR FINANCIAL
SITUATION

**Fully
engaged with
household
finances**

FULLY ENGAGED WITH
HOUSEHOLD FINANCES
BUT CHOOSE NOT TO
ENGAGE WITH LARGER
FINANCIAL SITUATION

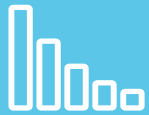
**Mindfully
ignorant**

VISIBILITY OF
ACCOUNTS BUT
ALMOST TOTAL
DELEGATION OF MAJOR
FINANCIAL DECISIONS

Section
03

WHAT ARE THESE ATTITUDES RESULTING IN?

THEIR ATTITUDES IMPACT THEIR APPROACH TO INSURANCE



decline of
0.8%
per year of age in
women holding Life
insurance



lower sum
assured on
average for women
compared to men



decline of
0.4%
per year of age in
women holding
Income Protection

-8%

Amount of Life cover



-10%

Amount of Income
Protection cover

BUT WOMEN FACE RISKS NO MATTER WHAT THEIR AGE OR LIFE STAGE

2 x

AS LIKELY AS MEN TO MAKE AN INSURANCE CLAIM DUE TO DISABILITY DEVELOPED AFTER FALLING ILL AT AGE 45

75%

TRAUMA CLAIMS FOR WOMEN RELATE TO CANCER

25

THE AGE OF THE YOUNGEST WOMAN CLAIMANT FOR INCOME COVER

33%

COMPLETE DISABLEMENT CLAIMS WERE MADE BY WOMEN

WE KNOW WOMEN FACE BIGGER CHALLENGES TO ACHIEVE THE SAME RETIREMENT INCOME AS MEN

Retirement



On average women retire earlier and have a longer retirement than men with less money

\$141,000

20.1 yrs

in retirement

\$223,000

17.3 yrs
in retirement



PARTLY BECAUSE THEY ARE MORE LIKELY TO TAKE CONTRIBUTIONS HOLIDAYS



52%

TAKING A
CONTRIBUTIONS
HOLIDAY ARE
WOMEN



Ceasing all KiwiSaver contributions, usually while on **maternity leave**, can be very costly in the long term



Case Study

A woman starts KiwiSaver at 20 years old when she is earning \$27,500, contributing 3% of her salary. If she takes a 5 year contributions holiday from age 30-35, she will have **\$50,000 less at age 65** than a male peer

AND TO MAKE CONSERVATIVE INVESTMENT DECISIONS

90%

OF WOMEN WANT
THEIR INVESTMENTS
TO REMAIN STABLE
AND PRODUCE A
CONSISTENT RETURN.

ONLY 10% DON'T MIND
VOLATILITY FOR
HIGHER RETURNS
OVER TIME

57%

OF MEMBERS IN A
CONSERVATIVE FUND
ARE WOMEN

\$90,000

A 25 YEAR OLD
EARNING \$35,000
(BEFORE TAX) A YEAR
COULD BE \$90,000
WORSE OFF STAYING
ON A CONSERVATIVE
FUND RELATIVE TO
OUR LIFETIMES
OPTION

MEANING THE RETIREMENT SAVINGS GAP IS GETTING WIDER

\$11,000
(-22%)

WOMEN'S AVERAGE
FUM

-37%

CURRENT EXPECTED
KIWISAVER SAVINGS
GAP AT 65

-\$82,000

RETIREMENT VALUE
RELATIVE TO MEN AT
AGE 65

Section
04

WHAT ACTIONS CAN WE TAKE?

WE NEED TO MAKE FINANCIAL ADVICE APPEALING AND ACCESSIBLE



PLAIN ENGLISH
ADVICE FOR
WOMEN BY
WOMEN IS A REAL
OPPORTUNITY



WE NEED TO **STOP**
TALKING ABOUT
SOLUTIONS AND HELP
WOMEN TRANSLATE
THEIR **GOALS** INTO
INVESTMENT DECISIONS



WOMEN NEED THE TOOLS
TO HELP THEM **VALUE**
THEIR CONTRIBUTION
AND BECOME **ACTIVE**
DECISION MAKERS

ANZ IS TARGETING THIS SEGMENT IN NEW INNOVATIVE WAYS

ANZ FutureWise Calculator Apply online

Home KiwiSaver basics Keeping track Make the most of KiwiSaver Planning ahead Your easy overview

How much will you need? Options when you turn 65 Transfer super to NZ Transfer KiwiSaver to Aussie Retirement savings survey Wise Women

Wise Women – me and my future

Women face some unique challenges which may impact their financial future. Our goal is to provide tools to help you make smart choices that your future self will be proud of.

Why is planning for your retirement so important?

New Zealand women are generally lagging behind men when it comes to being prepared for retirement.

On average, women:

- are more likely to take more time out of the workforce
- earn less than men
- tend to retire two years earlier
- live longer.

See our 'Close the Gap Infographic' for more detail.

This means that women are generally **less confident** about reaching their longer term financial goals.

Watch the video to find out what New Zealand women said when we asked about their retirement savings.

ANZ retirement savings

Imagining your retirement

Connecting with your future self can sometimes be challenging. Reframing the concept of retirement and putting planning into action might just do the trick.

Find out more

Sudden money managers

When you've had someone helping you look after your money, it can be daunting when you go it alone. Here are three successful transitions to financial independence.

Find out more

Beating procrastination

Procrastinating about getting your finances in order can have serious consequences for your future self.

Find out more

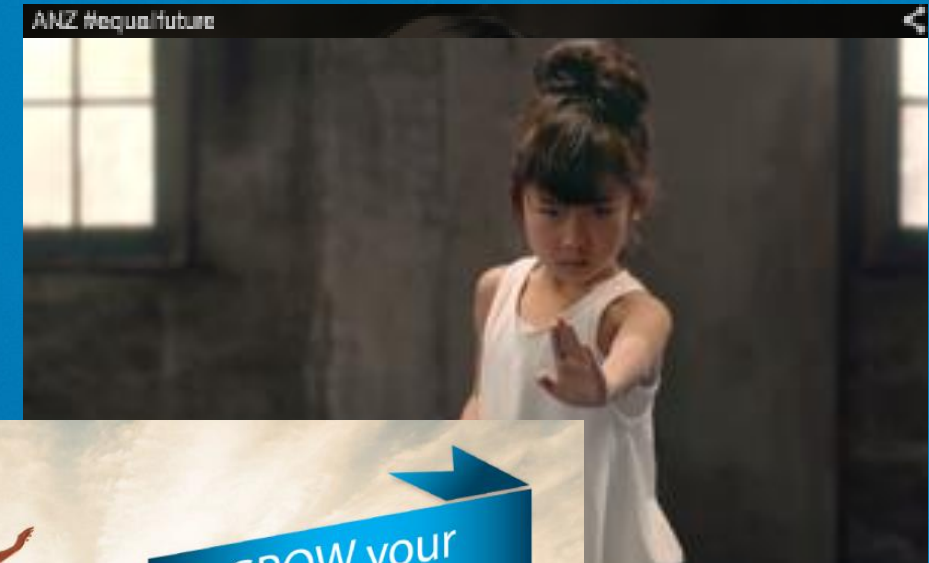
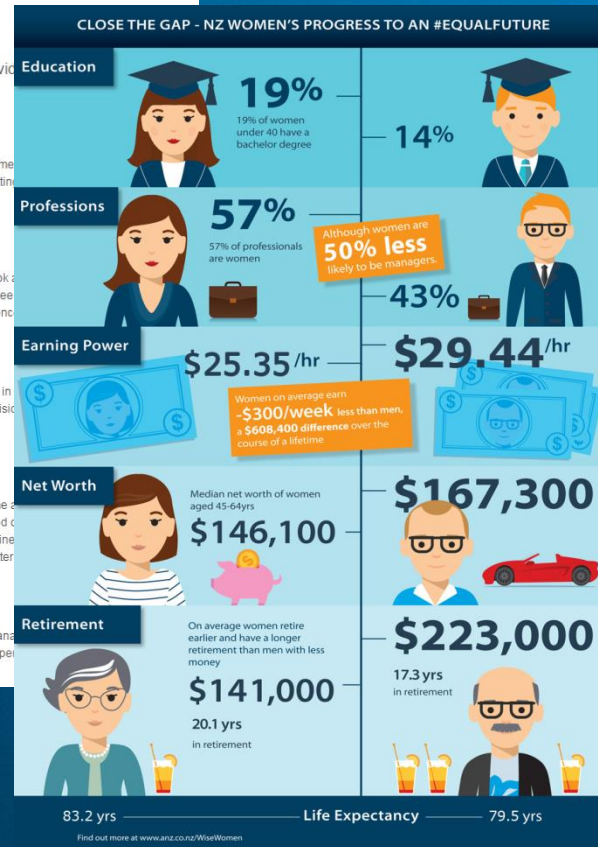
Twitter hit list: business women

Since its launch in 2006, Twitter has become a place where women can share wisdom, snappy advice and no-holds-barred conversations. Here's a list of the nine changing business women to follow on Twitter.

Find out more

Four of the best finance apps

Thanks to the rise of finance and money management apps, it's easier than ever to manage your money. Getting started with investments is only a click away.



#EQUALFUTURE



THANK YOU

