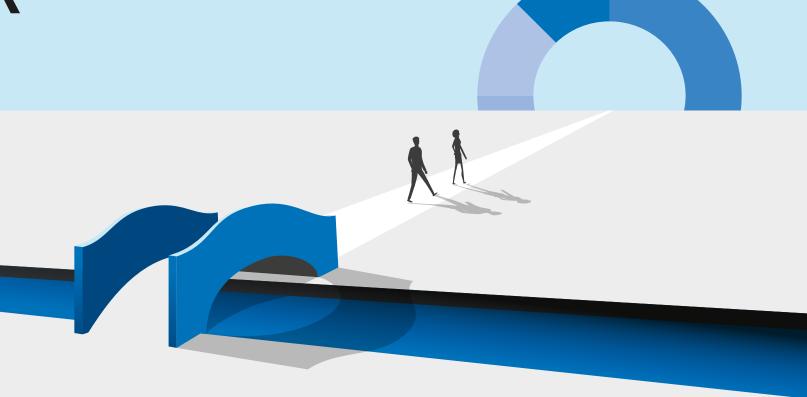
SAVER TO INVESTOR



Invest in your tomorrow Turn your savings into investments today



Our focus was on less experienced investors

To understand the journey from saving to investing, our sample of savers comprised those who currently invest and those who don't. The proportion of investors to non-investors was 64% to 36% among women and 75% to 25% among younger men. Half of our female investors and sixty per cent of our male investors invested less than a quarter of their overall money saved and only a fifth had more than half of their total savings in investments.

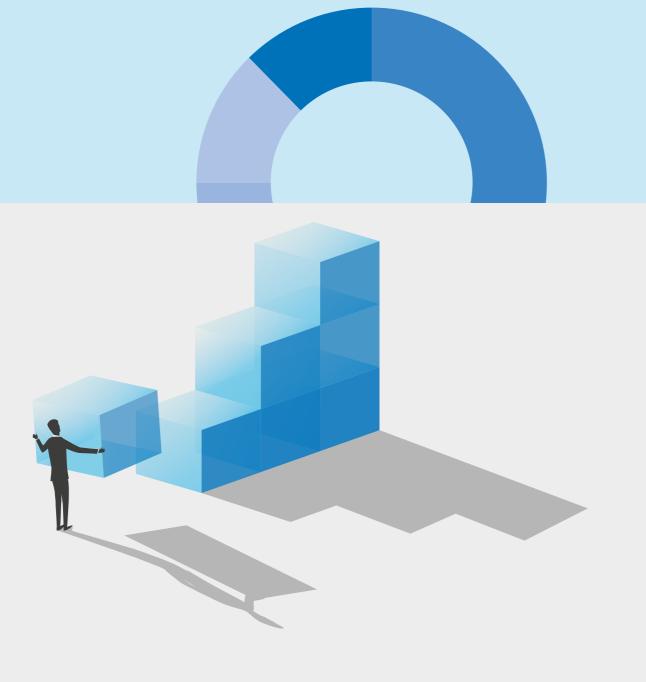
Methodology

The research was conducted by Kantar in Austria/Germany (examined together), Finland, France, Italy, Portugal/Spain (examined together), Sweden, Switzerland and the UK. Fieldwork was done via an online, self completion questionnaire of 20 minutes in January 2021 through Kantar panel partners. Interviews were conducted among a total of 3968 women aged 30-60, with an equal split of those aged 30-45 and 46-60, who either held investments or savings and with a minimum personal income (country dependent). A similar sample of men aged 30-45 was included to enable comparisons in the younger age group. Specifically the total sample comprised:

Country	Women	Men
Austria n	50	25
Germany	450	225
Finland	494	256
France	501	249
Italy	500	251
Portugal 7	190	110
Spain \$\int \]	299	151
Sweden	491	259
Switzerland	90	260
UK	503	250

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FOREWORD

Foreword



Patrick Thomson CEO J.P. Morgan Asset Management EMEA



Jennifer Wu Global Head of Sustainable Investing

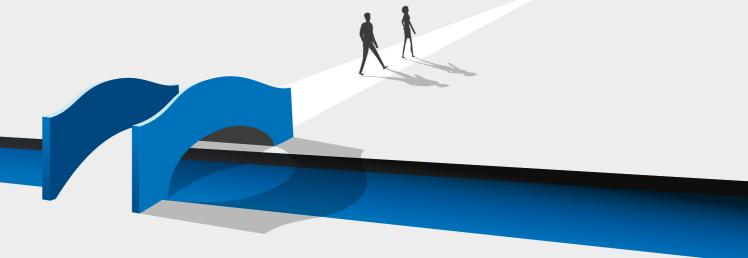
The world has changed. Covid-19 has not only had a dramatic impact on the way we all live and work, but also on our finances. Households across Europe have accumulated hundreds of billions of euros of extra savings as repeated lockdowns have limited their opportunities to spend. The question now is whether this money will be spent as soon as the pandemic is over, or whether attitudes towards saving and investing have permanently shifted.

To find out, we asked over 5,000 people across 10 European countries to tell us how they feel about saving and investing. What we discovered shines a light on some of the areas that will matter most if investors are to maximise their savings potential in the post-Covid world.

Among the key findings, we found that having a financial plan is crucial to future success, that interest is growing in the transformational opportunities provided by sustainable investment strategies, and—perhaps most interestingly—that investing can help to boost overall wellbeing. If more people invested in their tomorrow instead of just saving for today, the potential improvements to long-term financial security could have a significant positive impact on overall levels of health and happiness.

At J.P. Morgan Asset Management, we are committed to providing all the tools needed to help savers understand the principles of successful, long-term investing, and to help them build effective and resilient portfolios. By working with our clients and partners, we believe we can make investing accessible to all, so that more savers can achieve the secure and sustainable futures that they clearly want to see.

Invest in your tomorrow Turn your savings into investments today



Financial Independence has never been more important

As a result of COVID, we all now live in an age of uncertainty where having choices is important for our well-being, both financially and emotionally.

Financial independence gives us choices and without these we will be trapped in unfulfilling roles at work and at home. Women have been disproportionately impacted both personally and professionally and many are feeling trapped. Their levels of self-esteem continue to be considerably below those of men.

Achieving financial independence requires a plan and being confident about that plan. Our survey indicates that almost half of women who don't invest don't have a financial plan whereas three quarters of those who invest have a financial plan. Having a plan contributes to making female and male investors clearer about their financial priorities enabling them to save more purposefully.

TURN YOUR SAVINGS INTO INVESTMENTS TODAY

Investing is more rewarding than saving and not just financially

Investing is recognised for delivering better longterm returns and better funding for retirement particularly when savings interest rates are very low or non-existent. These are triggers for investing more, further reflected in ensuring a comfortable retirement and capital growth as primary aims for investing.

Beyond purely financial rewards, there is evidence in our survey that those who invest have higher self-esteem which we know is a major contributor to overall well-being. In relation to financial well-being, a higher proportion of women and men who invest anticipate being better off in the next three years and are a little more confident about their financial situation. Kantar's own research shows that financial autonomy is a significant contributor to higher levels of self-esteem.

But more challenging and requires vigilance and commitment

Although the benefits of investing are clearly understood, it is strongly associated with volatility and therefore risk. There is a small minority who will never invest as they feel that they cannot afford to take risks with their money.

Three quarters of current investors and future considerers feel a need to be vigilant and to keep an eye on their investments and two-thirds worry about it being hard to see how their investments are performing. This is in stark contrast to cash savings, which are simple, visible, flexible and easily accessible.

The perceived complexity, lack of transparency and control need to be addressed to convert savers into investors and current investors to increase their financial commitment.

Sustainable investing has a significant part to play

Investing in companies that will contribute to a more sustainable world increases confidence in investing. Today, one in ten of our sample of investors are using sustainable investing but almost three quarters believe that it is important. Among those with knowledge of sustainable investing, more than three quarters think that it will make a difference and almost half go as far as saying that in the future, people will only invest in sustainable companies.

A quarter said knowing that they are investing in companies that will contribute to a more sustainable world would increase their confidence in investing. The most desired impacts are environmental followed by social issues such as human rights and unfair working practices.

Unlocking future investment potential

Both women and men have spent less and saved more over the last year and around a third have increased both their long-term savings and investments.

Those currently considering investing indicate that they would be prepared to move around a third of their savings into investments. More than one-third of current female investors and half of male investors say they will invest more in the future.

To increase confidence in investing, there is a need to create a sense of being in control. A better understanding of investing is an important first step. Clearer communication and help for first-time investors would make investing more accessible. Long-term planning especially in relation to retirement funding is a key trigger and professional financial advice is valued in the context of long-term financial planning.

€177bn is the potential additional investment amount among women aged 30-60 across the countries in our survey. The amount for men is estimated to exceed this based on higher projected increases in investment amounts and higher levels of conversion from cash savings

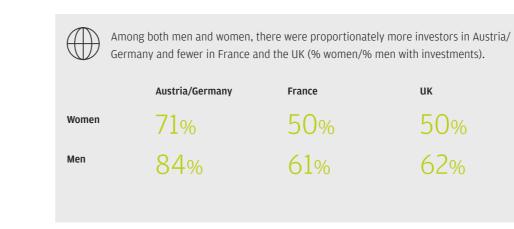


01 HOW DIFFERENT ARE SAVERS AND INVESTORS?

Women are less inclined to invest

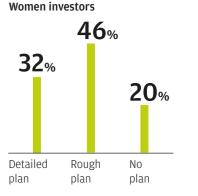
Two thirds of women invest as well as save but only one in five invest regularly. This is true for both those aged 30-45 and 45-60. This compares to three quarters of men aged 30-45 who invest and three in ten who invest regularly.

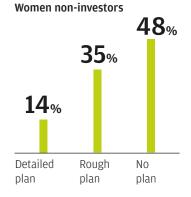


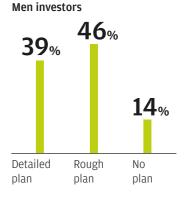


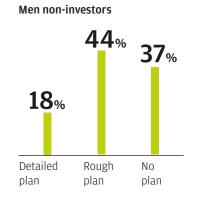
Investors are more likely to have a financial plan

The biggest difference between investors and non-investors is that more than three quarters of those who invest have a financial plan and for around a third this is a detailed financial plan whereas almost half of women and more than a third of men that don't invest have no financial plan.











Both men and women in Italy are most likely to have a detailed financial plan whereas in France, there is the highest level of those with no plan at all.

France No plan



They are not fundamentally different but those who invest are far more likely to have a financial plan that contributes to them being a little more confident and anticipating that they will be better off in the future

Those who invest are more comfortable with risk





Non-investors

31%





Investors



Non-investors

They are more likely to associate risk with the idea of opportunity.

Non-investors

Investors



28%

Investors

Men



Investors



Non-investors

Among both men and women, those in Finland are the most comfortable taking risks and those in France the least. Women in Switzerland and men in Austria/ Germany are most likely to associate risk with opportunity and those in Finland and UK. the least likely.

Most comfortable taking risks: Finland

68%

Women

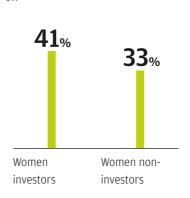
Least comfortable taking risks: France

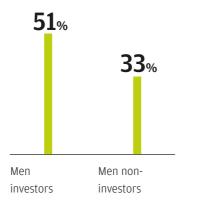
Women

Those who invest are more confident about their financial position

In the next three years, a higher proportion of women and men who invest anticipate that they will be better off.

Better off



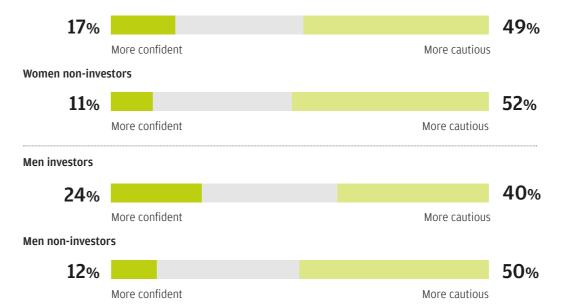




01 HOW DIFFERENT ARE SAVERS AND INVESTORS?

Investors feel a little more confident about their financial situation compared to a year ago

Women investors





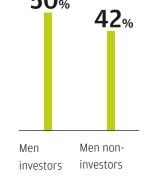
Most confident:		Most cautious	
Finland	Sweden	Portugal/Spain	ик
27%	21%	66%	59%
Women and men	Women	Women	Women
	34%	56%	58%
	Men	Men	Men

Both men and women investors have higher self esteem

More than one-third of women who invest have above average self-esteem compared to a quarter of women who don't invest although both these levels are lower than those of men.

Above average self-esteem







The proportion of women in Finland with above average self-esteem is almost double that in France and the level for men is also lowest in France and highest in Portugal/Spain.

Finland

France

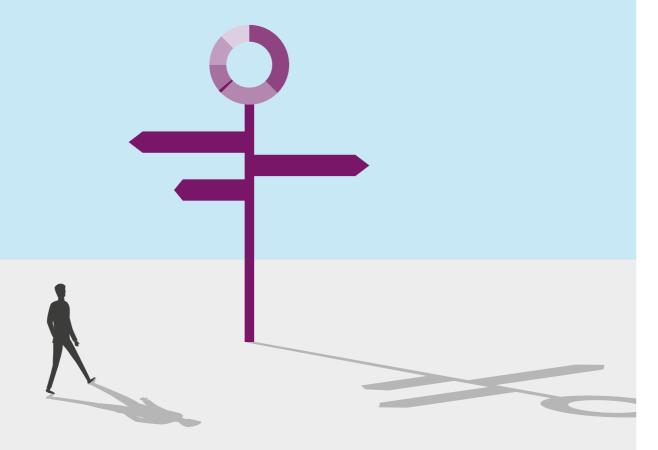
39%

20% Women

Portugal/Spain

Women

Men



02 How different are their aims?

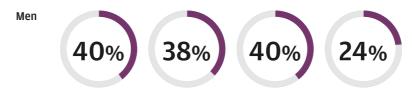
The reasons for saving and investing are broadly similar

02 HOW DIFFERENT ARE THEIR AIMS?

Securing the future is the predominant reason for saving

Creating a contingency fund was the top reason for saving, a probable reflection of current uncertainty. This was followed by saving for retirement, growing money in general and for holidays/travel. Just over half of older women were saving for retirement and four in ten men were saving to grow their money in general.







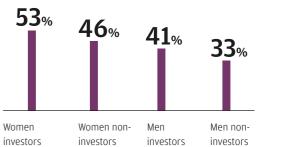
France

Austria/Germany

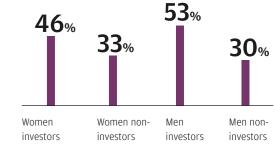
Those who invest have clearer financial priorities

The underlying priority across our survey was to save and grow savings and investments with a clear focus on living comfortably in retirement, which was a priority for almost two-thirds of older women. Those who invest tend to have more specific financial and longer-term growth priorities while those who don't have a less well-defined and more short-term purpose.



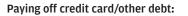


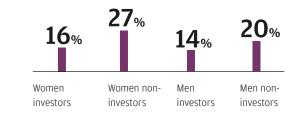
Growing my savings/investments

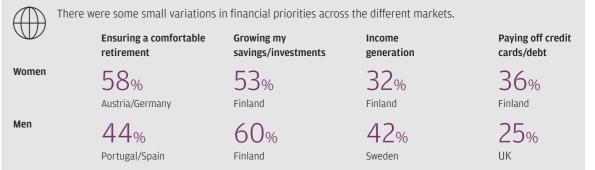


Income generation









03 THE REASONS FOR INVESTING OR NOT INVESTING

Saving and investing have remained buoyant over the last year

Our survey shows that more than a third of women and men have decreased their spending over the last year. In the same period, around twice as many women and men have increased rather than reduced their long term savings, and twice as many men their investments. This pattern is seen across all groups although those who invest have increased their long-term savings and investments proportionately more.

Increased long term savings 24% Women non-





investors





Men investors



Sweden and Switzerland consistently show the largest number across men and women increasing their longterm savings and investments.

Long-term savings increased Switzerland

Investments increased

Austria/Germany Finland

46%

Switzerland

26% Women

Women

03 The reasons for investing or not investing

Key influences on attitudes to investing

A lack of confidence, particularly among women, contributes to investing being seen as challenging and requiring a much higher level of commitment than saving in cash. The perceived degree of difficulty, a lack of transparency, concerns about high fees can all build the perception among non investors that it is not for them and make them head for the mistaken safety of cash.

investors







Increased investments





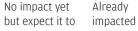
No impact

Women

No impact

Men

39%



The impact of COVID19 on personal income

% saying their personal income has been impacted.

30%

No impact yet Already

but expect it to impacted

27%

27%

has been quite polarised



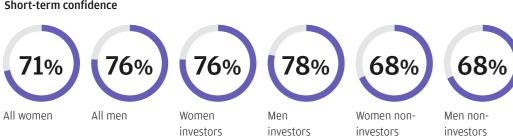
Already impacted No impact

Finland

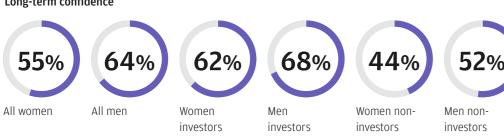
Women's confidence is lower in relation to long-term finances

Around three quarters of men and women are confident about managing their shortterm finances but this drops to between half and two-thirds when it comes to long-term finances. This is a little less true among those that invest and the difference is most striking among non-investors, where only fourteen per cent of women and a fifth of men are very confident about long-term finances.

Short-term confidence



Long-term confidence



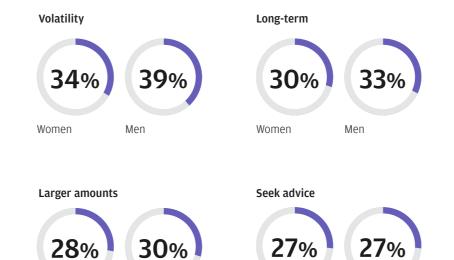
The majority of women across all markets are confident about their short-term finances ranging from 81 per cent in Austria/Germany and Sweden down to 57 per cent in Italy. We see significant drops to much lower levels when it comes to long-term finances where the proportion that are confident ranges from 64 per cent in Austria/Germany and Switzerland to 50 per cent in Italy and the UK.

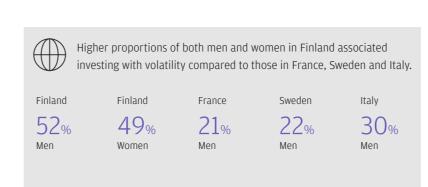


$$74\% \rightarrow 58\%$$
 $73\% \rightarrow 52\%$
Portugal/
Spain

Investing is seen to require a higher level of commitment than saving

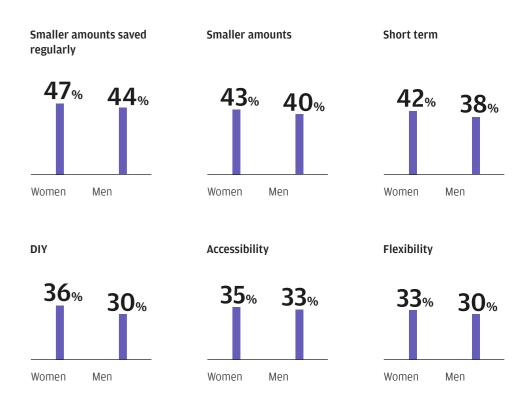
The four most marked associations we found in our survey among both men and women suggest that investments require a far more serious and long-term commitment.





Women

The strongest associations with saving in cash suggest that it requires less thought and less stress with the added benefits of accessibility and flexibility





03 THE REASONS FOR INVESTING OR NOT INVESTING

19

Investing presents a number of key challenges, particularly for those considering but not yet investing

There is a very strong sense, even among investors, that you need to keep a close eye on your investments and that it is sometimes hard to tell how they are performing. This is compounded by a belief that they are complicated and that investing can be like gambling.

Keep a close eye



Women investors

investors

Men investors

Hard to tell how they are performing



67%

53%

Men investors

56%

investors

Investing is complicated



64%

39%

Men investors

57%

Men non-

investors



Women investors

investors

Investing is like gambling



Women non-

investors

60%

39% Men investors

Men noninvestors

56%

Our survey identified a number of quite strongly held beliefs, which can make investing seem intimidating to those investing for the first time and even for between a quarter and a third of those with investments.

Only worth it if you can commit for >10 years

39%

Women non-

investors

Women investors

35%

36%

investors

Men

41%

Men non-

investors

Only for those with a lot of money

23%

47%

Women Women noninvestors investors

26% Men

investors

46% Men non-

investors

Austria/

Germany

Finland and Sweden

The proportions of hardened non-investors vary considerably across

countries and the numbers are negligible in Finland and Sweden.

0% Sweden Austria/ Germany

Among non-investors, some will never be converted

While investing is something that may be either a future consideration, something they have done in the past or something they haven't thought about, there are between one in ten men and one in five women savers who would never consider investing.

Have invested in Would consider investing in the future the past



Women

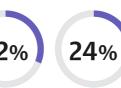
Women

Women

Would never consider

investing

Haven't thought about it but don't reject the idea



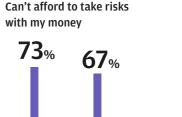
19% 11%

Women

56%

Although there are proportionately more older women who are determined non-investors, men and women have similar reasons for not engaging

They see investing as inappropriate for them, are happy with the ways they save currently and they distrust investment advisors.





Men

Women

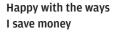


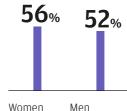
58%

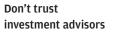
Not enough money to

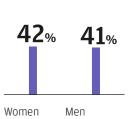
59%

make it worthwhile









O4 The role of sustainable investing

Sustainable investing is set to become more important and influential when making investment choices





20

04 THE ROLE OF SUSTAINABLE INVESTING

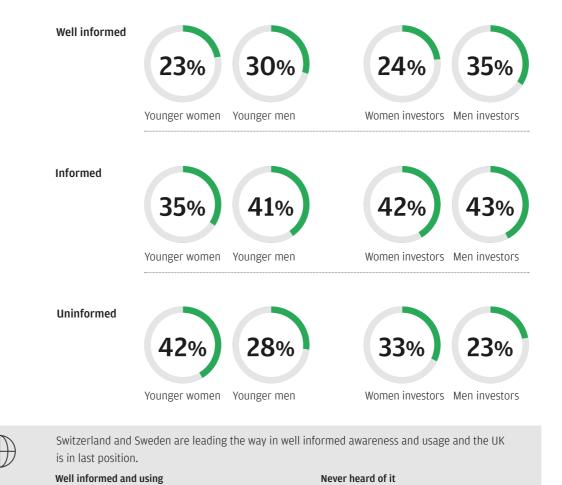
Portugal/Spain,

33% Women

Around a quarter of investors are well informed about sustainable investing

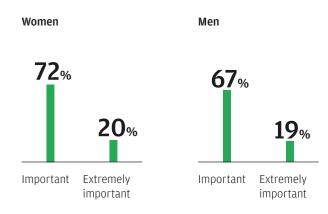
Around one in ten investors are currently engaged in sustainable investing and current levels of informed awareness are higher among younger investors.

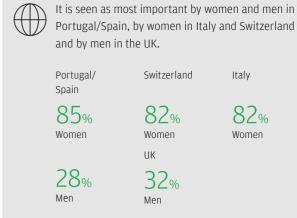
40%



Around three quarters of investors think that sustainable investing is important

Almost three quarters of women and more than two-thirds of men think that it is important and one in five of these think that it is extremely important.

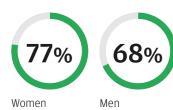




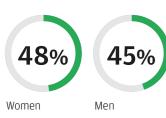
Sustainable investing is seen as a force for good and the future for investing

Among those with some knowledge of investing more than three quarters of women and more than two-thirds of men believe that it will make a difference to society and almost half believe that in the future people will only invest in companies, which are sustainable.

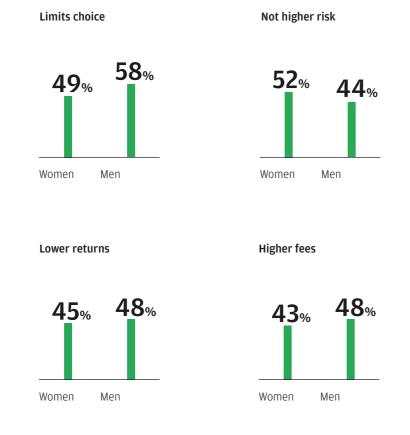
Makes a difference to society



Will only invest in sustainable companies in the future



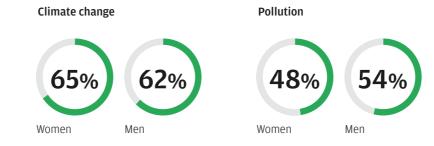
And is not seen to mean higher risk, lower returns or higher fees although it may limit choice.



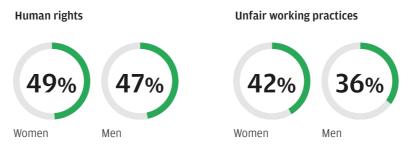
04 THE ROLE OF SUSTAINABLE INVESTING

The most desired impacts of sustainable investing are environmental followed by social

22



These are closely followed by the social aspects of human rights and unfair working practices.



"It seems as if savers and investors have realized the potential of sustainable investing and that it helps to plan for the future they want to see."

Jennifer Wu, Global Head of Sustainable Investing





O5 The journey to becoming an investor

The journey typically begins just before the age of 30 when future needs, most notably saving for retirement and investing for growth or income generation, become more pressing

05 THE JOURNEY TO BECOMING AN INVESTOR

Investment aims are consistent among those investing and those considering investing with the emphasis on retirement and growth

With the exception of a bias to retirement among the older women and a higher proportion of investors seeking capital growth and income, the top six aims were broadly similar across genders and investors/non-investors.

24

	Retirement	Capital growth	Income generation	Major purchases	Grow my wealth	Children's education
Women investors	51%	46%	31%	22%	22%	19%
Women non- investors	52%	37%	29%	21%	18%	17%
Men investors	40%	48%	41%	21%	18%	18%
Men non- investors	40%	36%	29%	19%	21%	15%

Women and men start investing at around the same age

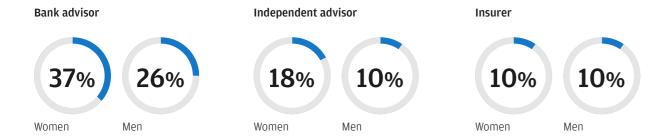
Among women and men under 45, the average ages are 27 and 26 respectively but women over 45 started investing a little later at the age of 31.

29 was the average age for women overall and the differences across markets were negligible starting at 28 in Italy and Switzerland and a little later at 31 in Finland.

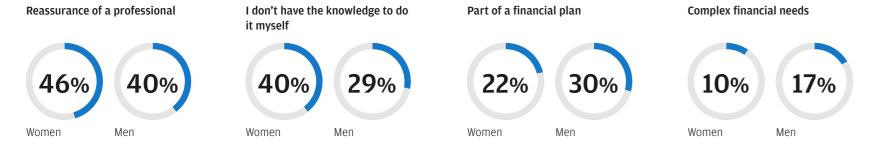
26

Professional advisors play an important role in providing reassurance and knowledge in the context of a financial plan

More than a third of all women and a quarter of men invest through an advisor at their bank, just under one in five women and one in ten men through an independent advisor and one in ten through their insurance provider.



And the two main reasons given for using a professional advisor, to provide reassurance and a lack of knowledge, are closely linked.

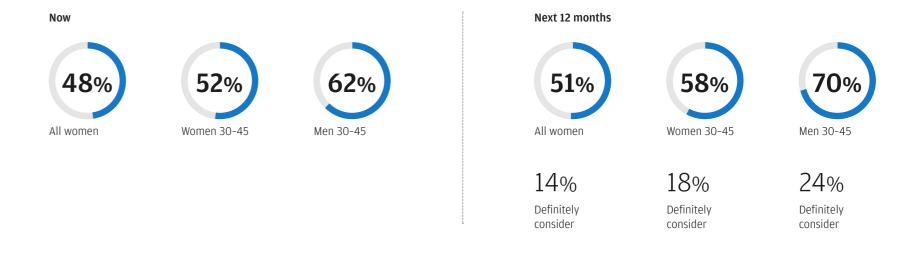




05 THE JOURNEY TO BECOMING AN INVESTOR 27

There are high levels of DIY investing across all groups and this looks set to increase

Almost half of women investors are now investing through an online investment platform or digital bank and this increases to more than half of younger women and almost two-thirds of younger men. Indications from our survey are that more will consider in the next 12 months.



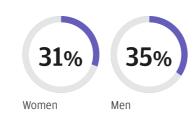


Finland and Sweden have the highest proportions of both men and women DIY investors using an online investment platform or investing through a digital bank and Portugal/Spain, Switzerland and Italy the highest proportions of those who would consider doing so in the next year.

Now				Consider in next 1	2 months		
Finland	Sweden	Finland	Sweden	Switzerland	Portugal/ Spain	Portugal/ Spain	Italy
74% Women	64%	83% Men 30-45	74%	63% Women	61%	81% Men 30-45	73% Women

Current non-investors indicate that they would consider moving around a third of their savings into investments.

28



Move into investments

Around half of current investors aged 30-45 say they are likely to invest more in the future with the proportion dropping to three in ten among older women, whose potential for increasing their earnings may be less.

Finland

63%

65%

Finland has the highest proportion of investors

Lower end

France

44%

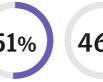
saying they will invest more and France and Italy

Invest more

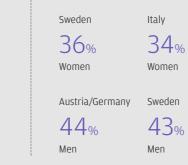
Men 30-45

Women

41%

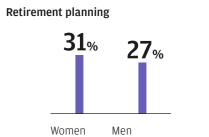


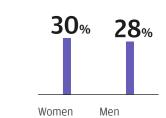
Current non-investors in Sweden, Austria/Germany and Italy would consider moving the highest proportions of their saving into investments.



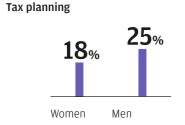
Investing can be intimidating and good financial planning is valuable

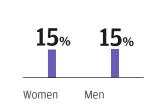
While DIY investing is an attractive transactional option, professional advisors are valued for providing a framework, assisting understanding of the stock market, optimising investments and for financial planning.





Creating a long term financial plan







Although there was consensus on the value of the different aspects of financial planning across all markets, the following were identified as the most valuable.

Estate planning

Retirement planning		Long term financial plan	Tax planning	Estate planning
UK	Switzerland	Italy	Finland	Italy
43%	3/%	36%	27% 36%	24%
Women	Men	Women and men	Women Men	Women and men



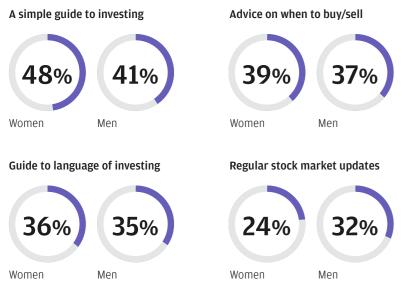
Portugal/Spain

Women and Men

30

Understanding investing better is an important step in increasing accessibility and engagement

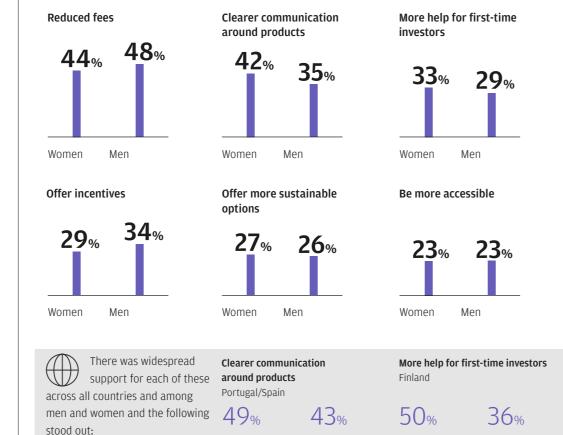
Beyond the role that professional advisors can play in this, our survey identified four areas where a lack of knowledge can put people off investing and where the following would be welcome by both men and women and regular stock market updates somewhat more by men.





There are a number of ways in which investing could be made more attractive

Whilst inevitably our survey found that lower fees and incentives would be appreciated particularly by men, more support for first-time investors, improved communication and improved accessibility would be welcome.



Women

Offer more sustainable options

32%

Women

Sweden and Switzerland

Offer incentives

Portugal/Spain

41%

44%

Women

Be more accessible

Austria/Germany and Switzerland

35%

Women

Finland

64%

Women

A sense of being in control and greater flexibility would increase confidence

Both of these, identified as attributes of cash savings products, together with the confidence of having a plan and a feeling of being less tied into unsuitable investments would increase confidence in making the move into investing. Knowing that their investments will contribute to a more sustainable world is a further motivation for around a quarter.



Sweden

38%

Men

40%

Women

Personal circumstances and needs as well as investment performance are triggers to invest more in the future

Recognition of the need for better retirement funding is the biggest single trigger for women overall and for half of women over the age of 45. A strong financial incentive to invest more comes from an understanding of better long-term returns and inadequate interest rates on cash savings with improved financial circumstances proving the impetus.





Women

Women

Germany

55%

Men

46% Women

SUMMARISING COUNTRY OPPORTUNITIES

32

33

Summarising country opportunities

We looked at the average amounts which women, in each country, are saving and investing today. For savers considering investing, we identified how much of their current cash savings they would be prepared to move into investments. For current investors, we took the average value of their investments and whether they would invest more, the same or less in the future and assumed a 10% uplift or decrease. We then extrapolated these to the country population sizes of these groups to determine the total future investment growth opportunity for each country.



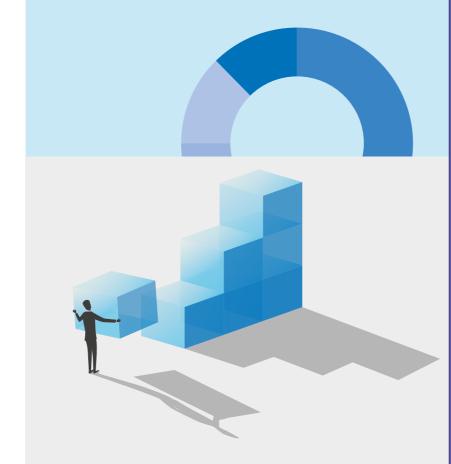


Supporting the move from saving to investing

Using these attitudinal, behavioural and financial insights, we will work with our partners to:

- 1. Encourage and support long-term financial planning based on financial priorities
- 2. Provide greater help for first-time investors
- 3. Share our knowledge by communicating more clearly in everyday language
- 4 Contribute to a more sustainable future with our approach to sustainable investing and solutions

Invest in your tomorrow. Turn your savings into investments today.





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