q1a. Do you currently have any Registered Retirement Savings Plans or RRSPs?

Proportions/Means: Columns Tested (5% risk level) - A/B/C/D/E

* small base

| | | | | REGION | | | | | |
|-----------------------|------------|------------|------------------|------------------|------------------|-----------------|--|--|--|
| | Total | BC | Prair | Ont | PQ | Atl | | | |
| | | А | В | С | D | E | | | |
| Base: All respondents | 1201 | 159 | 197 | 456 | 296 | 93 | | | |
| Weighted | 1201 | 159 | 198 | 455 | 296 | 93* | | | |
| Yes | 775 65% | 105 66% | 135 68% DE | 315 69% DE | 168 57% | 51 55% | | | |
| No | 424 35% | 54 34% | 63 32% | 138 30% | 128 43% BC | 42 45% BC | | | |
| (DK/NS) | 2 0 | 0 - | 0 - | 2 0 | 0 - | 0 - | | | |

q3. Have you already contributed to, or do you plan to contribute, to a Registered Retirement Saving Plan or RRSP for the 2004 taxation year?

Proportions/Means: Columns Tested (5% risk level) - A/B/C/D/E

| | | | | REGION | | |
|--|-------|----------|-----------|-----------|------------|-----------|
| | Total | BC | Prair | Ont | PQ | Atl |
| | | A | В | С | D | Е |
| Base: All respondents | 1201 | 159 | 197 | 456 | 296 | 93 |
| Veighted | 1201 | 159 | 198 | 455 | 296 | 93* |
| Have made contribution and/or plan to make a contrabution (net) | 569 | 78 | 105 | 237 | 113 | 36 |
| ` , | 47% | 49% D | 53% DE | 52% DE | 38% | 39% |
| - Already made your entire contribution for the 2003 taxation year | 114 | 14 | 21 | 48 | 24 | 7 |
| | 9% | 9% | 10% | 10% | 8% | 7% |
| Already made a contribution and plan to contribute more, or | 263 | 36 | 51 | 108 | 49 | 19 |
| | 22% | 23% | 26% D | 24% D | 16% | 21% |
| Have not made a contribution but plan to contribute, | 192 | 28 | 33 | 82 | 40 | 10 |
| | 16% | 18% | 17% | 18% | 14% | 11% |
| Have not made a contribution and do not olan to contribute | 609 | 78 | 88 | 209 | 177 | 56 |
| | 51% | 49% | 45% | 46% | 60% ABC | 60% BC |
| DK/NS) | 23 | 3 | 4 | 9 | 6 | 1 |
| | 2% | 2% | 2% | 2% | 2% | 1% |



q4. What reasons do you have for not contributing to an RRSP for the 2004 taxation year?

| | | | | REGION | | |
|--|------------|--------------|--------------|----------------|---------------|---------------|
| | Total | BC | Prair | Ont | PQ | Atl |
| | | A | В | С | D | Е |
| Base: Have not made a contribution and do not plan to contribute | 599 | 77 | 88 | 207 | 171 | 56 |
| Weighted | 609 | 78* | 88* | 209 | 177 | 56* |
| Do not have enough money to contribute | 250 41% | 35 45% | 42 48% | 85 41% | 62 35% | 25 44% |
| Retired/Too old to contribute (net) | 137 23% | 11 14% | 19 22% | 54 26% | 41 23% | 11 20% |
| - Already retired | 96 16% | 7 8% | 14 16% | A 36 17% | 31 18% | 8 15% |
| - Too old/too old to contribute | 47 8% | 5 6% | 6 7% | 20 10% | 12 7% | 3 6% |
| Not interested/don't want to/no benefit/not worth it | 42 | 5 | 5 | 10 | 19 | 2 |
| | 7% | 6% | 6% | 5% | 10% C | 4% |
| Haven't thought about it/Haven't gotten around to it | 33 | 2 | 2 | 21 | 6 | 2 |
| around to it | 5% | 2% | 2% | 10% ABD | 4% | 4% |
| Do not work/not employed | 22 4% | 2 3% | 2 2% | 5 2% | 12 7% C | 1 2% |
| Have money in other investments | 19 3% | 2 3% | 3 3% | 9 4% | 5 3% | 0 - |
| am a student/have student loans | 18 3% | 5 7% | 4 4% | 0 - | 7 | 2 4% |
| Dislike RRSP's/don't like the system | 14 2% | C 1 1% | C 1 2% | 3 1% | C 7 4% | C 2 4% |
| Need money for other thngs | 11 2% | 3 4% | 1 1% | 1 1% | 4 2% | 2 3% |
| am not eligible | 9 1% | C 2 2% | 2 2% | 3 1% | 2 1% | 0 - |
| Too young to contribute | 6 1% | 0 - | 0 - | 1 1% | 2 1% | 3 5% BC |
| Could lose money | 5 1% | 0 | 0 | 1 0 | 5 3% | 0 |



q4. What reasons do you have for not contributing to an RRSP for the 2004 taxation year?

| | | | | REGION | | |
|---|-------|----|-------|--------|----|---------|
| | Total | BC | Prair | Ont | PQ | Atl |
| | | Α | В | С | D | E |
| Have other ways to save | 5 | 1 | 0 | 4 | 0 | 0 |
| | 1% | 2% | - | 2% | - | - |
| Have an RRIF/RIF | 5 | 1 | 0 | 2 | 2 | 0 |
| | 1% | 1% | - | 1% | 1% | - |
| Do not want to pay taxes upon redemption/ lose too much | 5 | 1 | 1 | 2 | 0 | 1 |
| | 1% | 1% | 1% | 1% | - | 2% |
| Already maxed out/ over contributed | 4 | 1 | 1 | 2 | 0 | 1 |
| | 1% | 1% | 1% | 1% | - | 1% |
| Other | 34 | 7 | 7 | 9 | 6 | 5 |
| | 6% | 9% | 8% | 4% | 3% | 9% |
| No reason | 3 | 1 | 0 | 0 | 1 | 1 |
| | 0 | 1% | - | - | 1% | 2% C |
| (DK/NS) | 16 | 0 | 4 | 3 | 9 | 0 |
| ` , | 3% | - | 4% | 2% | 5% | - |



q5a. And did you make an RRSP contribution last year: that is, for the 2003 taxation year?

Proportions/Means: Columns Tested (5% risk level) - A/B/C/D/E

* small base

| | | | | REGION | | |
|--|------------|-----------|-----------|------------|----------------|-----------|
| | Total | BC | Prair | Ont | PQ | Atl |
| | | А | В | С | D | Е |
| Base: Have not made a contribution and do not plan to contribute or have an RRSP but Don't Know if made or plan to make a contribution this year | 617 | 80 | 91 | 214 | 175 | 57 |
| Weighted | 626 | 81* | 91* | 215 | 182 | 57* |
| Yes | 68 11% | 8 10% | 9 10% | 22 10% | 27 15% E | 3 5% |
| No | 553 88% | 73 90% | 81 89% | 191 89% | 155 85% | 54 94% |
| (DK/NS) | 4 1% | 0 - | 1 1% | 2 1% | 0 - | 1 2% |

q5b. In the 2003 taxation year, did you contribute your maximum allowable personal contribution amount?

Proportions/Means: Columns Tested (5% risk level) - A/B/C/D/E * small base; ** very small base (under 30) ineligible for sig testing

| | | | | REGION | | |
|-------------------------------------|-------|-----|-------|--------|------|-----|
| | Total | BC | Prair | Ont | PQ | Atl |
| | | Α | В | С | D | E |
| Base: Made a contribution last year | 69 | 9 | 10 | 22 | 25 | 3 |
| Weighted | 68* | 8** | 9** | 22** | 27** | 3** |
| Yes | 26 | 3 | 1 | 12 | 9 | 1 |
| | 38% | 42% | 10% | 54% | 33% | 35% |
| No | 41 | 4 | 9 | 10 | 17 | 2 |
| | 61% | 58% | 90% | 46% | 63% | 65% |
| (DK/NS) | 1 | 0 | 0 | 0 | 1 | 0 |
| | 2% | - | - | - | 4% | - |



q6a. (First Mention) - Which of the following is your main reason for contributing to an RRSP for the 2004 taxation year?

| | | REGION | | | | | |
|--|-------|--------|-------|-----|-----------|-----------|--|
| | Total | BC | Prair | Ont | PQ | Atl | |
| | | Α | В | С | D | E | |
| Base: Have made or plan to make a contribution this year | 577 | 79 | 104 | 239 | 119 | 36 | |
| Weighted | 569 | 78* | 105* | 237 | 113 | 36* | |
| It's part of my retirement plan/planning for retirement | 271 | 31 | 51 | 121 | 50 | 19 | |
| | 48% | 40% | 48% | 51% | 44% | 52% | |
| ax deduction | 225 | 36 | 45 | 91 | 41 | 12 | |
| | 40% | 46% | 42% | 38% | 36% | 35% | |
| t's habit/just the right thing to do | 27 | 7 | 5 | 12 | 3 | 0 | |
| | 5% | 9% | 5% | 5% | 3% | - | |
| Saving for a home | 16 | 0 | 0 | 6 | 8 | 1 | |
| | 3% | 1 | - | 3% | 7% ABC | 4% | |
| Part of my company plan/ through work | 9 | 0 | 3 | 2 | 4 | 0 | |
| | 2% | - | 3% | 1% | 4% C | - | |
| Other | 5 | 1 | 0 | 1 | 3 | 0 | |
| | 1% | 1% | - | 0 | 3% | - | |
| No real reasondon't necessarily blan/make a last minute decision | 17 | 3 | 2 | 5 | 4 | 4 | |
| | 3% | 4% | 2% | 2% | 3% | 10% BC | |
| DK/NS) | 2 | 0 | 0 | 2 | 0 | 0 | |
| • | 0 | - | - | 1% | - | - | |

q6a+q6b. (Total Mention) - And what other reasons do you have for contributing to an RRSP for the 2004 taxation year?

| Silidii base | | | | REGION | | |
|--|------------|-----------|-----------|---------------|---------------|--------------|
| | Total | BC | Prair | Ont | PQ | Atl |
| | | Α | В | С | D | Е |
| Base: Have made or plan to make a contribution this year | 577 | 79 | 104 | 239 | 119 | 36 |
| Weighted | 569 | 78* | 105* | 237 | 113 | 36* |
| t's part of my retirement plan/planning for retirement | 480 | 59 | 91 | 206 | 93 | 31 |
| | 84% | 75% | 87% | 87% A | 82% | 87% |
| Tax deduction | 424 74% | 56 71% | 78 74% | 184 78% | 76 67% | 30 85% |
| It's habit/just the right thing to do | 59 10% | 12 16% | 14 13% | D 21 9% | 10 9% | D 1 4% |
| Saving for a home | 33 6% | 4 6% | 3 3% | 12 5% | 12 11% | 1 4% |
| Part of my company plan/ through work | 13 2% | 1 1% | 3 3% | 5 2% | BC 4 4% | 0 - |
| Other | 31 5% | 5 7% | 6 6% | 10 4% | 9 8% | 1 2% |
| No real reasondon't necessarily blan/make a last minute decision | 17 | 3 | 2 | 5 | 4 | 4 |
| | 3% | 4% | 2% | 2% | 3% | 10% BC |
| No reason | 19 3% | 4 5% | 2 2% | 6 3% | 7 6% | 0 - |
| DK/NS) | 1 0 | 0 - | 0 - | 1 0 | 0 | 0 |



q6c. What is the total amount, in dollars, that you are planning to contribute to your RRSP for the 2004 taxation year, including what you have already contributed?

| * | small | has |
|---|-------|-----|
| | | |

| smail base | | | | REGION | | |
|--|-----------|-----------|----------|-----------|-----------|----------|
| | Total | BC | Prair | Ont | PQ | Atl |
| | | A | В | С | D | Е |
| Base: Have made or plan to make a contribution this year | 577 | 79 | 104 | 239 | 119 | 36 |
| Weighted | 569 | 78* | 105* | 237 | 113 | 36* |
| Less than \$1,000 | 32 | 6 | 2 | 9 | 14 | 1 |
| | 6% | 7% | 2% | 4% | 12% BC | 2% |
| \$1,000 - \$1,999 | 95 | 14 | 15 | 36 | 22 | 8 |
| | 17% | 18% | 15% | 15% | 19% | 24% |
| \$2,000 - \$2,999 | 75 13% | 14 17% | 10 9% | 27 11% | 21 19% | 3 9% |
| | | 1770 | 9% | | В | 9% |
| \$3,000 - \$3,999 | 49 | 5 | 8 | 17 | 12 | 7 |
| | 9% | 6% | 8% | 7% | 10% | 19% C |
| \$4,000 - \$5,999 | 83 | 9 | 19 | 32 | 15 | 7 |
| | 15% | 12% | 18% | 14% | 13% | 21% |
| 66,000 - \$9,999 | 58 | 6 | 12 | 31 | 9 | 1 |
| | 10% | 7% | 12% | 13% | 8% | 3% |
| 10,000 - \$14,499 | 54 | 8 | 10 | 28 | 8 | 0 |
| | 9% | 10% | 10% | 12% E | 7% | - |
| \$14,500 | 3 | 0 | 1 | 2 | 0 | 0 |
| | 0 | - | 1% | 1% | - | - |
| \$14,501 - \$17,499 | 11 | 1 | 3 | 5 | 1 | 1 |
| | 2% | 1% | 3% | 2% | 1% | 3% |
| \$17,500 - \$19,999 | 9 | 0 | 0 | 7 | 1 | 0 |
| | 2% | - | - | 3% | 1% | - |
| More than \$20,000 | 10 | 0 | 2 | 6 | 0 | 2 |
| | 2% | - | 2% | 3% | - | 5% D |
| DK/NS) | 91 | 16 | 22 | 37 | 11 | 6 |
| • | 16% | 20% | 21% | 15% | 10% | 16% |
| | | D | D | | | l |
| STATISTICS | | | | | | |

| | | REGION | | | | | | |
|-----------|---------|---------|---------|---------|---------|---------|--|--|
| | Total | BC | Prair | Ont | PQ | Atl | | |
| | | A | В | С | D | E | | |
| | 5500.0 | 10717 | 1 04050 | 2000 4 | | 1000.0 | | |
| Mean | 5560.2 | 4371.7 | 6105.3 | 6600.4 | 3974.7 | 4933.8 | | |
| 0.1.5 | 5405.00 | 2000.05 | AD | AD | 0000.05 | 0770 44 | | |
| Std. Dev. | 5465.23 | 3989.65 | 5441.91 | 6100.69 | 3820.25 | 6776.14 | | |
| Std. Err. | 248.16 | 502.65 | 597.33 | 429.24 | 369.32 | 1237.15 | | |

q7. Is this your first year to make an RRSP contribution?

| | | | | REGION | | | | |
|--|------------|-----------|-----------|-----------------|-----------|---------------|--|--|
| | Total | BC | Prair | Ont | PQ | Atl | | |
| | | Α | В | С | D | E | | |
| Base: Have made or plan to make a contribution this year | 577 | 79 | 104 | 239 | 119 | 36 | | |
| Weighted | 569 | 78* | 105* | 237 | 113 | 36* | | |
| Yes | 57 10% | 10 12% | 12 12% | 17 7% | 12 11% | 6 17% C | | |
| No | 511 90% | 68 88% | 93 88% | 221 93% E | 99 88% | 30 83% | | |
| (DK/NS) | 1 0 | 0 - | 0 - | 0 - | 1 1% | 0 - | | |



q8c. To the best of your knowledge, what is the rate of return on your total RRSPs in 2004?

| * small base | REGION | | | | | | | | |
|---|--------|------------|------------|----------|---------------|----------|--|--|--|
| | Total | BC | Prair | Ont | PQ | Atl | | | |
| | | A | В | С | D | Е | | | |
| Base: Is not first year made an RRSP contribution | 527 | 71 | 94 | 225 | 106 | 31 | | | |
| Weighted | 512 | 68* | 93* | 221 | 101 | 30* | | | |
| Gained 20% or more | 13 | 2 | 3 | 5 | 3 | 0 | | | |
| | 2% | 3% | 3% | 2% | 3% | - | | | |
| Gained 10% - 20% | 49 | 2 | 7 | 24 | 12 | 4 | | | |
| | 10% | 2% | 8% | 11% A | 12% A | 15% A | | | |
| Gained 5% - 10% | 142 | 17 | 36 | 54 | 24 | 11 | | | |
| | 28% | 25% | 39% CD | 24% | 24% | 36% | | | |
| Gained up to 5% | 115 | 19 | 16 | 46 | 29 | 5 | | | |
| | 23% | 28% | 18% | 21% | 29% | 18% | | | |
| No change | 16 | 1 | 1 | 7 | 7 | 0 | | | |
| | 3% | 1% | 1% | 3% | 7% B | - | | | |
| Lost less than 5% | 12 | 1 | 2 | 7 | 1 | 1 | | | |
| | 2% | 1% | 2% | 3% | 1% | 3% | | | |
| Lost more than 5% | 8 | 2 | 2 | 3 | 1 | 0 | | | |
| | 1% | 3% | 3% | 1% | 1% | - | | | |
| (DK/NS) | 158 | 25 | 24 | 75 | 25 | 9 | | | |
| | 31% | 37% | 26% | 34% | 24% | 29% | | | |
| STATISTICS | | | | | | | | | |
| Mean | 6.4 | 5.1 | 6.6 | 6.5 | 6.3 | 7.4 | | | |
| | | | | | | | | | |
| SUMMARY | | | | | | | | | |
| Gained | 319 | 40 | 63 | 129 | 68 | 20 | | | |
| | 62% | 58% | 68% | 58% | 67% | 68% | | | |
| No change | 16 | 1 | 1 | 7 | 7 | 0 | | | |
| G | 3% | 1% | 1% | 3% | 7% | - | | | |
| Lost | 20 | 3 | 5 | 10 | <u>В</u> 2 | 1 | | | |
| Lost | 4% | 4% | 5% | 4% | 2% | 3% | | | |
| | | | | | | | | | |
| | Tetal | DO. | Di- | REGION | DC. | A 41 | | | |
| | Total | BC A | Prair B | Ont C | PQ D | Atl E | | | |
| | | | ı | | | | | | |
| NET GAINED (Gained - Lost) | 299 | 37 540/ | 58 | 119 | 66 | 19 | | | |
| | 58% | 54% | 63% | 54% | 65% | 65% | | | |



q9. For the 2004 taxation year, which of the following types of investments do you plan on including, or have already contributed to your RRSP?

| | REGION | | | | | | | | |
|--|------------|----------------|-----------------|------------------|-----------------|---------------|--|--|--|
| | Total | BC | Prair | Ont | PQ | Atl | | | |
| | | Α | В | С | D | E | | | |
| Base: Have made or plan to make a contribution this year | 577 | 79 | 104 | 239 | 119 | 36 | | | |
| Weighted | 569 | 78* | 105* | 237 | 113 | 36* | | | |
| Mutual funds | 297 52% | 33 43% | 61 58% AD | 140 59% AD | 45 40% | 17 48% | | | |
| Pension Plan | 190 33% | 21 26% | 37 35% | 74 31% | 48 42% AC | 11 30% | | | |
| GICs or term deposits | 159 28% | 24 31% | 31 29% | 64 27% | 31 28% | 9 25% | | | |
| Stocks | 151 27% | 16 21% | 33 31% | 67 28% | 30 27% | 5 14% | | | |
| Savings accounts | 118 21% | 15 19% | 22 21% | 50 21% | 20 17% | 12 33% | | | |
| Money market funds | 110 19% | 16 21% E | 26 25% E | 43 18% E | 25 22% E | 1 3% | | | |
| Cash | 108 19% | 19 24% D | 19 18% | 49 21% D | 13 11% | 9 25% | | | |
| Managed account or pooled funds | 75 13% | 9 12% | 17 16% D | 34 14% D | 8 7% | 7 18% D | | | |
| Canada Savings Bonds | 73 13% | 6 8% | 16 15% | 29 12% | 15 13% | 7 19% | | | |
| Bonds | 67 12% | 7 9% | 11 10% | 29 12% | 14 12% | 6 16% | | | |
| ncome trusts | 45 8% | 7 10% | 4 3% | 13 6% | 18 16% BC | 3 8% | | | |
| My advisor handles these investments | 17 3% | 3 4% | 1 1% | 8 3% | 2 2% | 2 6% | | | |
| Other | 7 1% | 1 1% | 1 1% | 2 1% | 2 2% | 1 2% | | | |
| Even split/All equal | 2 | 0 - | 1 1% | 0 - | 1 1% | 0 - | | | |

| | | REGION | | | | | | |
|---------|-------|--------|-------|-----|----|-----|--|--|
| | Total | BC | Prair | Ont | PQ | Atl | | |
| | | Α | В | С | D | Е | | |
| | | | | | | | | |
| Nothing | 5 | 2 | 1 | 0 | 2 | 0 | | |
| | 1% | 3% | 1% | - | 1% | - | | |
| | | С | | | | | | |
| (DK/NS) | 15 | 3 | 3 | 2 | 7 | 1 | | |
| | 3% | 3% | 2% | 1% | 6% | 2% | | |
| | | | | | С | | | |



q10. And, of all the different types of investments that you have already or plan to invest in for the 2004 taxation year, which one would make up the greatest portion of your RRSP contribution for this taxation year?

Proportions/Means: Columns Tested (5% risk level) - A/B/C/D/E

| Sitiali base | | | | REGION | | |
|--|----------|---------|-----------|-----------|--------------|----------|
| | Total | BC | Prair | Ont | PQ | Atl |
| | | А | В | С | D | Е |
| Base: Have made or plan to make a contribution this year | 577 | 79 | 104 | 239 | 119 | 36 |
| Weighted | 569 | 78* | 105* | 237 | 113 | 36* |
| Mutual funds | 201 | 21 | 50 | 96 | 22 | 13 |
| | 35% | 26% | 47% AD | 40% AD | 19% | 37% D |
| GICs or term deposits | 54 | 11 | 7 | 21 | 12 | 3 |
| | 10% | 15% | 6% | 9% | 11% | 7% |
| Pension Plan | 53 9% | 5 7% | 8 8% | 19 8% | 18 16% | 2 5% |
| | | 7% | 8% | | С | 5% |
| Stocks | 40 7% | 7 8% | 3 2% | 21 9% | 9 8% | 1 3% |
| | 7 % | 0% | 2% | В | 070 | 3% |
| Cash | 35 6% | 7 | 5 4% | 19 | 1 1% | 4 |
| | 6% | 9% D | 4% | 8% D | 1% | 10% D |
| Savings accounts | 30 | 7 | 4 | 10 | 6 | 3 |
| | 5% | 9% | 3% | 4% | 5% | 8% |
| Money market funds | 18 3% | 3 4% | 2 2% | 7 3% | 6 5% | 0 |
| | 3% | 470 | 2% | 3% | 5% | - |
| Managed account or pooled funds | 14 2% | 0 | 9 8% | 4 2% | 0 | 1 4% |
| | 270 | = | ACD | 2% | - | 4% D |
| Bonds | 13 2% | 3 3% | 1 1% | 4 2% | 5 4% | 0 |
| | 2% | 3% | 1% | 2% | 4% | - |
| Income trusts | 11 2% | 0 | 1 1% | 4 2% | 6 | 0 |
| | 2% | - | 1% | 2% | 5% A | - |
| Canada Savings Bonds | 11 | 0 | 2 | 4 | 3 | 2 |
| | 2% | - | 2% | 2% | 2% | 6% A |
| My advisor handles these investments | 30 | 5 | 3 | 9 | 9 | 3 |
| | 5% | 7% | 3% | 4% | 8% | 9% |
| Other | 11 | 3 | 2 | 5 | 1 | 1 |
| | 2% | 4% | 2% | 2% | 1% | 2% |



5%

11%

С

11%

q10. And, of all the different types of investments that you have already or plan to invest in for the 2004 taxation year, which one would make up the greatest portion of your RRSP contribution for this taxation year?

Proportions/Means: Columns Tested (5% risk level) - A/B/C/D/E * small base

7%

| | | REGION | | | | | | |
|----------------------|-------|--------|---------|-----|---------|-----|--|--|
| | Total | BC | Prair | Ont | PQ | Atl | | |
| | | Α | В | С | D | Е | | |
| Fuen enlit/All equal | 4 | | 1 | | 2 | | | |
| Even split/All equal | 1% | - | 1% | 1% | 2% | - | | |
| A | | 1 . | 1 | | | | | |
| Nothing | 1% | 3% | 1 1% | 0 | 3 2% | 0 | | |
| | 1 70 | C C | 1 /0 | - | C C | - | | |
| (DK/NS) | 40 | 4 | 8 | 11 | 12 | 4 | | |

7%

6%



q11b. Which of the following statements best describes the investments that you have already made or plan to make for the 2004 taxation year?

Proportions/Means: Columns Tested (5% risk level) - A/B/C/D/E * small base

| | | | | REGION | | |
|--|-------|-----|-------|--------|-----|-----|
| | Total | BC | Prair | Ont | PQ | Atl |
| | | Α | В | С | D | E |
| Base: Have made or plan to make a contribution this year | 560 | 76 | 101 | 237 | 111 | 35 |
| Weighted | 554 | 75* | 102* | 236 | 106 | 35* |
| I plan to hold these investments for the longer term | 423 | 59 | 79 | 179 | 78 | 29 |
| | 76% | 78% | 77% | 76% | 74% | 82% |
| plan to hold these investments for at least one year | 39 | 3 | 11 | 19 | 6 | 1 |
| , | 7% | 4% | 10% | 8% | 5% | 4% |
| invest in something just to park my money and plan to change my investment when I nave time to review my choices | 87 | 13 | 13 | 36 | 21 | 4 |
| nave and to review my diolocs | 16% | 17% | 13% | 15% | 20% | 12% |
| DK/NS) | 5 | 1 | 0 | 2 | 1 | 1 |
| | 1% | 1% | - | 1% | 1% | 2% |

q11d. Now, thinking about all of the different investment choices that are available for your RRSP, which of the following statements best describes how you feel?

| | | REGION | | | | | | |
|---|-------|--------|-----------|----------|----------|-----|--|--|
| | Total | BC | Prair | Ont | PQ | Atl | | |
| | | Α | В | С | D | E | | |
| Base: Have made or plan to make a contribution this year | 560 | 76 | 101 | 237 | 111 | 35 | | |
| Weighted | 554 | 75* | 102* | 236 | 106 | 35* | | |
| You understand all the different choices that are available | 87 | 14 | 12 | 39 | 16 | 5 | | |
| | 16% | 19% | 12% | 17% | 15% | 15% | | |
| You understand the choices that best meet your needs | 195 | 18 | 45 | 91 | 32 | 10 | | |
| , | 35% | 24% | 43% AD | 39% A | 30% | 28% | | |
| You understand some choices, but really need some help | 206 | 30 | 32 | 83 | 49 | 13 | | |
| | 37% | 40% | 31% | 35% | 46% B | 39% | | |
| You are confused by all of the different choices that are available | 63 | 12 | 13 | 23 | 9 | 7 | | |
| | 11% | 16% | 13% | 10% | 8% | 19% | | |
| (DK/NS) | 3 | 1 | 1 | 0 | 1 | 0 | | |
| | 1% | 1% | 1% | - | 1% | - | | |

q13. And of all the different types of RRSP investments that you personally have, which one type makes up the greatest portion of your RRSP?

Proportions/Means: Columns Tested (5% risk level) - A/B/C/D/E

| Sitiali base | REGION | | | | | | | | |
|--|------------|----------------|----------------|-----------------|----------------|----------------|--|--|--|
| | Total | BC | Prair | Ont | PQ | Atl | | | |
| | | Α | В | С | D | E | | | |
| Base: Have contributed in previous years to RRSP | 777 | 108 | 132 | 319 | 168 | 50 | | | |
| Weighted | 759 | 102 | 130 | 312 | 167 | 47* | | | |
| Mutual funds | 244 32% | 34 33% D | 54 42% D | 107 34% D | 29 17% | 20 43% D | | | |
| GICs or term deposits | 90 12% | 16 15% | 13 10% | 38 12% | 17 10% | 7 15% | | | |
| Stocks | 57 8% | 9 9% | 6 5% | 24 8% | 17 10% | 1 2% | | | |
| Pension Plan | 49 6% | 8 8% | 4 3% | 19 6% | 16 9% B | 2 4% | | | |
| Money market funds | 36 5% | 5 5% | 5 4% | 15 5% | 10 6% | 2 3% | | | |
| Savings accounts | 31 4% | 3 3% | 1 1% | 13 4% | 11 7% B | 2 5% B | | | |
| Cash | 24 3% | 4 4% | 6 4% | 11 3% | 3 2% | 0 - | | | |
| Income trusts | 21 3% | 1 1% | 6 5% C | 3 1% | 11 7% AC | 0 - | | | |
| Bonds | 21 3% | 3 2% | 2 2% | 5 2% | 10 6% C | 1 2% | | | |
| Managed account or pooled funds | 20 3% | 1 1% | 9 7% AD | 9 3% D | 0 - | 1 3% D | | | |
| Canada Savings Bonds | 11 1% | 1 1% | 2 1% | 4 1% | 1 1% | 3 6% CD | | | |
| My advisor handles these investments | 25 3% | 3 3% | 3 2% | 12 4% | 7 4% | 1 2% | | | |
| Other | 22 3% | 1 1% | 6 5% C | 4 1% | 8 5% C | 3 6% C | | | |
| Even split/All equal | 11 2% | 2 2% | 1 1% | 4 1% | 4 2% | 0 - | | | |



q13. And of all the different types of RRSP investments that you personally have, which one type makes up the greatest portion of your RRSP?

Proportions/Means: Columns Tested (5% risk level) - A/B/C/D/E

| | | REGION | | | | | | |
|---------|-----------|-----------|----------|-----------|-----------|---------|--|--|
| | Total | BC | Prair | Ont | PQ | Atl | | |
| | | Α | В | С | D | E | | |
| Nothing | 8 1% | 2 1% | 1 1% | 3 1% | 1 1% | 1 2% | | |
| (DK/NS) | 88 12% | 10 10% | 11 9% | 40 13% | 22 13% | 4 9% | | |



q15. For statistical purposes only, what is the current market value of your total personal RRSPs?

| | | REGION | | | | | | |
|--|------------|-------------------|----------------|-----------------|-------------------|----------------|--|--|
| | Total | BC | Prair | Ont | PQ | Atl | | |
| | | Α | В | С | D | E | | |
| Base: Have contributed in previous years to RRSP | 777 | 108 | 132 | 319 | 168 | 50 | | |
| Weighted | 759 | 102 | 130 | 312 | 167 | 47* | | |
| Under \$10,000 | 111 15% | 14 14% | 19 15% | 32 10% | 41 24% | 5 11% | | |
| \$10,000 - \$24,999 | 112 15% | 25 25% | 16 13% | 45 14% | ABCE 20 12% | 5 10% | | |
| \$25,000 - \$49,999 | 102 13% | BCDE 11 11% | 18 14% | 42 13% | 25 15% | 7 14% | | |
| \$50,000 - \$99,999 | 97 13% | 17 17% | 17 13% | 38 12% | 17 10% | 8 16% | | |
| \$100,000 to \$149,999 | 43 6% | 11 11% | 7 6% | 17 6% | 6 4% | 1 2% | | |
| \$150,000 to \$249,999 | 36 5% | D 4 4% | 9 7% | 15 5% | 5 3% | 3 6% | | |
| \$250,000 or more | 29 4% | 4 3% | 3 2% | 17 5% | 4 3% | 1 2% | | |
| (DK/NS) | 230 30% | 16 15% | 40 31% A | 107 34% A | 49 30% A | 19 39% A | | |
| SUMMARY | | | | | | | | |
| <\$25K | 223 29% | 40 39% CE | 36 27% | 77 25% | 61 37% CE | 10 21% | | |
| \$25K - <\$50K | 102 13% | 11 11% | 18 14% | 42 13% | 25 15% | 7 14% | | |
| \$50K - <\$100K | 97 13% | 17 17% | 17 13% | 38 12% | 17 10% | 8 16% | | |
| \$100K+ | 107 14% | 19 18% D | 20 15% | 49 16% D | 15 9% | 4 9% | | |

| | | | REGION | | | | | | |
|-----------|----------|----------|----------|----------|----------|----------|--|--|--|
| | Total | BC | Prair | Ont | PQ | Atl | | | |
| | | Α | В | С | D | E | | | |
| | | | | | | | | | |
| Mean | 64600.9 | 61355.8 | 65952.7 | 74773.2 | 48264.7 | 64155.0 | | | |
| | | | | D | | | | | |
| Std. Dev. | 77650.59 | 71208.38 | 74508.33 | 86213.16 | 67917.52 | 71177.27 | | | |
| Std. Err. | 3329.24 | 7423.99 | 7810.60 | 5935.16 | 6225.99 | 12783.81 | | | |



q18a. Which of the following methods do you personally use to make your RRSP contributions? Do you use...?

| * small base | | | | REGION | | |
|--|------------|--------------|-----------------|-----------------|-----------|-----------|
| | Total | BC | Prair | Ont | PQ | Atl |
| | | Α | В | С | D | Е |
| Base: Have contributed in previous years to RRSP and are not retired | 708 | 102 | 124 | 285 | 153 | 44 |
| Weighted | 689 | 97* | 122 | 279 | 150 | 42* |
| Payroll deduction or pre-authorized deposits | 295 | 36 | 51 | 132 | 55 | 22 |
| | 43% | 37% | 42% | 47% D | 36% | 52% |
| Through your financial advisor | 276 40% | 38 40% | 46 38% | 123 44% D | 51 34% | 18 43% |
| In-person at a bank branch | 222 32% | 37 38% | 51 42% CD | 80 29% | 41 27% | 14 33% |
| Internet | 49 7% | 9 9% | 12 10% D | 23 8% D | 5 3% | 1 2% |
| Telephone | 41 6% | 3 3% | 6 5% | 17 6% | 14 9% | 1 2% |
| Through the mail | 3 0 | 1 1% | 0 - | 1 0 | 1 1% | 0 - |
| Other | 7 1% | 1 1% | 2 1% | 2 1% | 3 2% | 0 - |
| None | 2 0 | 2 2% C | 0 - | 0 - | 0 - | 0 - |
| (DK/NS) | 4 1% | 1 1% | 0 - | 1 0 | 2 1% | 0 - |

q18b. Have you ever taken out an RRSP loan in order to make your RRSP contribution?

| | | | | REGION | | |
|--|------------|----------------|-----------------|-----------------|-------------------|----------------|
| | Total | BC | Prair | Ont | PQ | Atl |
| | | Α | В | С | D | E |
| Base: Have contributed in previous years to RRSP | 777 | 108 | 132 | 319 | 168 | 50 |
| Weighted | 759 | 102 | 130 | 312 | 167 | 47* |
| Yes | 168 22% | 28 27% D | 40 31% CD | 57 18% | 28 17% | 14 30% D |
| No | 591 78% | 75 73% | 90 69% | 255 82% B | 139 83% ABE | 33 70% |



q22a. What percentage of your total RRSP portfolio is in foreign content, that is stocks or bonds or mutual funds with holdings of publicly traded companies that are not Canadian owned?

| | | REGION | | | | | | |
|---|-------|-----------|-----------|-------|-----------|-----------|--|--|
| | Total | BC | Prair | Ont | PQ | Atl | | |
| | | А | В | С | D | E | | |
| Base: Have contributed in previous years to | 777 | 108 | 132 | 319 | 168 | 50 | | |
| RRSP | | | | | | | | |
| Weighted | 759 | 102 | 130 | 312 | 167 | 47* | | |
| 0%/None | 263 | 31 | 36 | 113 | 71 | 12 | | |
| | 35% | 31% | 28% | 36% | 42% BE | 26% | | |
| 1 to 10% | 92 | 8 | 13 | 41 | 22 | 8 | | |
| | 12% | 8% | 10% | 13% | 13% | 17% | | |
| 10 to 14% | 41 | 5 | 13 | 15 | 5 | 4 | | |
| | 5% | 5% | 10% D | 5% | 3% | 8% | | |
| 15 to 19% | 47 | 6 | 10 | 18 | 6 | 7 | | |
| | 6% | 6% | 8% | 6% | 3% | 14% CD | | |
| 20 to 25% | 103 | 19 | 22 | 41 | 17 | 3 | | |
| | 14% | 19% E | 17% | 13% | 10% | 6% | | |
| 26 to 29% | 11 | 2 | 4 | 4 | 1 | 0 | | |
| | 1% | 2% | 3% | 1% | 1% | - | | |
| 30% | 41 | 7 | 5 | 17 | 10 | 2 | | |
| | 5% | 7% | 4% | 5% | 6% | 5% | | |
| More than 30% | 35 | 7 | 6 | 13 | 8 | 2 | | |
| | 5% | 7% | 4% | 4% | 5% | 4% | | |
| (DK/NS) | 125 | 17 | 20 | 50 | 27 | 10 | | |
| , , | 17% | 17% | 16% | 16% | 16% | 22% | | |
| | | | | | | | | |
| SUMMARY | | | | | | | | |
| Mean incl. 0 | 10.8 | 12.9 D | 11.9 D | 10.8 | 8.8 | 10.0 | | |
| Std. Dev. | 12.87 | 12.04 | 10.88 | 14.65 | 11.69 | 10.15 | | |
| Std. Err. | 0.51 | 1.28 | 1.03 | 0.90 | 0.98 | 1.60 | | |
| Mean excl. 0 | 18.5 | 20.5 | 17.8 | 19.1 | 17.8 | 14.9 | | |
| Std. Dev. | 11.88 | 8.58 | 8.42 | 14.85 | 10.76 | 8.92 | | |
| Std. Err. | 0.61 | 1.13 | 0.97 | 1.20 | 1.28 | 1.75 | | |



q23. As you may know, an RRSP can contain a maximum of 30% foreign content. Prior to this survey, were you aware of this current maximum amount?

Proportions/Means: Columns Tested (5% risk level) - A/B/C/D/E

* small base

| | | | | REGION | | |
|--|------------|----------------|-------------------|-----------------|-------------------|----------------|
| | Total | BC | Prair | Ont | PQ | Atl |
| | | Α | В | С | D | Е |
| Base: Have contributed in previous years to RRSP | 777 | 108 | 132 | 319 | 168 | 50 |
| Weighted | 759 | 102 | 130 | 312 | 167 | 47* |
| Yes | 370 49% | 53 51% D | 84 65% ACDE | 154 49% D | 57 34% | 22 46% |
| No | 385 51% | 50 49% B | 44 34% | 157 50% B | 109 66% ABC | 26 54% B |
| (DK/NS) | 3 0 | 0 - | 2 2% | 1 0 | 0 - | 0 - |

q26. In the past twelve months, have you reviewed the types of investments that you have in your RRSP portfolio?

| | | | REGION | | | | | |
|--|------------|----------------|----------------|-----------------|------------------|--------------|--|--|
| | Total | BC | Prair | Ont | PQ | Atl | | |
| | | A | В | С | D | Е | | |
| Base: Have contributed in previous years to RRSP | 777 | 108 | 132 | 319 | 168 | 50 | | |
| Weighted | 759 | 102 | 130 | 312 | 167 | 47* | | |
| Yes | 395 52% | 56 55% D | 77 59% D | 173 55% D | 68 41% | 22 46% | | |
| No | 362 48% | 47 45% | 53 41% | 140 45% | 97 58% ABC | 25 52% | | |
| (DK/NS) | 2 0 | 0 - | 0 - | 0 - | 1 1% | 1 2% C | | |



q27. When you reviewed your RRSP portfolio, did you do this ...

Proportions/Means: Columns Tested (5% risk level) - A/B/C/D/E * small base; ** very small base (under 30) ineligible for sig testing

| | | | REGION | | | | | |
|--|-------|-----|--------|-----|-----|------|--|--|
| | Total | BC | Prair | Ont | PQ | Atl | | |
| | | Α | В | С | D | E | | |
| Base: Have reviewed types of investments in RRSP portfolio in past 12 months | 407 | 60 | 78 | 176 | 69 | 24 | | |
| Weighted | 395 | 56* | 77* | 173 | 68* | 22** | | |
| On your own | 101 | 10 | 23 | 42 | 21 | 6 | | |
| | 26% | 18% | 30% | 24% | 31% | 26% | | |
| With a financial advisor | 162 | 28 | 26 | 68 | 30 | 10 | | |
| | 41% | 50% | 34% | 39% | 44% | 45% | | |
| Both, that is, sometimes on your own and sometimes with a financial advisor | 132 | 18 | 28 | 63 | 17 | 6 | | |
| | 33% | 32% | 37% | 36% | 25% | 29% | | |

q30. Do you have a formal written retirement plan prepared by yourself or with a financial advisor? Would it be:

| | | | | REGION | | |
|-------------------------------------|-------|-----|-------|--------|-----|-----|
| | Total | BC | Prair | Ont | PQ | Atl |
| | | Α | В | С | D | Е |
| Base: All respondents | 1201 | 159 | 197 | 456 | 296 | 93 |
| Weighted | 1201 | 159 | 198 | 455 | 296 | 93* |
| Yes (net) | 294 | 31 | 56 | 124 | 67 | 16 |
| | 24% | 20% | 28% | 27% | 22% | 17% |
| - prepared by yourself | 77 | 5 | 14 | 34 | 19 | 4 |
| | 6% | 3% | 7% | 7% | 6% | 5% |
| - prepared with a financial advisor | 217 | 26 | 42 | 90 | 48 | 12 |
| | 18% | 17% | 21% | 20% | 16% | 13% |
| No | 901 | 127 | 141 | 329 | 229 | 77 |
| | 75% | 80% | 71% | 72% | 77% | 83% |
| | | | | | | BC |
| (DK/NS) | 5 | 1 | 1 1 | 2 | 1 | 0 |
| | 0 | 1% | 0 | 0 | 0 | - |



q43. Which of the following statements best describes your investment style. Would you say ...

Proportions/Means: Columns Tested (5% risk level) - A/B/C/D/E

* small base

| | | REGION | | | | | | |
|--|------------|-----------|-----------|------------|------------|-----------|--|--|
| | Total | BC | Prair | Ont | PQ | Atl | | |
| | | A | В | С | D | E | | |
| Base: All respondents | 1201 | 159 | 197 | 456 | 296 | 93 | | |
| Weighted | 1201 | 159 | 198 | 455 | 296 | 93* | | |
| You are willing to take a fair amount of risk to achieve above-average returns | 106 | 18 | 26 | 40 | 17 | 4 | | |
| | 9% | 11% D | 13% DE | 9% | 6% | 5% | | |
| You are willing to take some risk to achieve above-average returns | 383 | 58 | 72 | 160 | 69 | 24 | | |
| | 32% | 36% D | 36% D | 35% D | 23% | 26% | | |
| You would only take a little bit of risk | 435 36% | 63 40% | 70 35% | 158 35% | 104 35% | 40 43% | | |
| You would not take any risk with your investments | 272 | 20 | 31 | 95 | 103 | 23 | | |
| | 23% | 12% | 15% | 21% A | 35% ABC | 25% A | | |
| (DK/NS) | 5 0 | 0 - | 0 - | 1 0 | 3 1% | 1 1% | | |

q44. And which of the following best describes how you prefer to manage your financial affairs?

Proportions/Means: Columns Tested (5% risk level) - A/B/C/D/E

| | | | | REGION | | |
|--|-------|-----|-------|--------|-----|-----|
| | Total | BC | Prair | Ont | PQ | Atl |
| | | Α | В | С | D | Е |
| Base: All respondents | 1201 | 159 | 197 | 456 | 296 | 93 |
| Weighted | 1201 | 159 | 198 | 455 | 296 | 93* |
| You prefer to manage your financial affairs completely on your own. | 318 | 36 | 56 | 113 | 83 | 30 |
| , , , | 26% | 23% | 28% | 25% | 28% | 33% |
| You get some information and advice from a financial advisor, but you make your own decisions. | 517 | 64 | 89 | 200 | 129 | 35 |
| | 43% | 41% | 45% | 44% | 43% | 38% |
| You sometimes rely on a financial advisor to recommend opportunities and make decisions on your behalf | 240 | 37 | 37 | 98 | 50 | 19 |
| dedicions on year benan | 20% | 23% | 19% | 21% | 17% | 20% |
| You prefer to rely entirely on your financial advisor | 121 | 22 | 15 | 43 | 33 | 9 |
| | 10% | 14% | 7% | 9% | 11% | 10% |
| (DK/NS) | 4 | 0 | 1 | 2 | 1 | 0 |
| | 0 | - | 0 | 0 | 0 | l - |

q46. If I hold steady to my financial plan, I'll be fine. Please use a scale from 1 to 5, where 5 means you "agree totally" and 1 means you "disagree totally" with the statement.

Proportions/Means: Columns Tested (5% risk level) - A/B/C/D/E

| | | | | REGION | | |
|-----------------------|-------|-----|---------|--------|------------|-----|
| | Total | BC | Prair | Ont | PQ | Atl |
| | | Α | В | С | D | Е |
| Base: All respondents | 1201 | 159 | 197 | 456 | 296 | 93 |
| Weighted | 1201 | 159 | 198 | 455 | 296 | 93* |
| 5 - Totally agree | 447 | 57 | 67 | 163 | 135 | 25 |
| | 37% | 36% | 34% | 36% | 46% BCE | 27% |
| 4 | 306 | 39 | 52 | 118 | 68 | 29 |
| | 25% | 25% | 26% | 26% | 23% | 31% |
| 3 | 273 | 41 | 48 | 106 | 56 | 22 |
| | 23% | 26% | 24% | 23% | 19% | 24% |
| 2 | 89 | 11 | 16 | 38 | 15 | 9 |
| | 7% | 7% | 8% | 8% | 5% | 10% |
| 1 - Totally disagree | 82 | 11 | 12 | 30 | 21 | 8 |
| | 7% | 7% | 6% | 7% | 7% | 9% |
| (DK/NS) | 4 | 0 | 2 | 0 | 2 | 0 |
| | 0 | - | 1% C | - | 1% | - |
| SUMMARY | | | | | | |
| Agree (Top2Box) | 753 | 96 | 119 | 281 | 203 | 53 |
| 3 (/ | 63% | 61% | 60% | 62% | 68% | 58% |
| Disagree (Low2Box) | 171 | 21 | 29 | 68 | 35 | 17 |
| | 14% | 13% | 15% | 15% | 12% | 19% |
| CTATIOTICS | | | | | | |
| STATISTICS | | | | | | |
| Mean | 3.8 | 3.8 | 3.7 | 3.8 | 4.0 CE | 3.6 |

