QB4. [SUMMARY - RANK 1 MOST IMPORTANT] Retirement considerations

There are many things that people consider when they decide it is time to retire. Please select up to three that were the most important considerations for you. Put them in order of importance, by placing a '1' next to the one that is most important to you, a '2' next to the second most important and a '3' next to the third most important.

Proportions/Means: Columns Tested (5% risk level) - A/B/C/D - E/F/G/H - I/J/K/L/M/N/O Overlap formulae used. * small base Household Income Marital Status Married/Part Married/Part \$100k-\$100kner (opposite ner (same Married/Part | Single/Divorc \$50k-<\$100k \$200k+ \$50k-<\$100k \$150k+ Single ed/Widowed Total <\$50k <\$200k <\$50k <\$150k Divorced Widowed ner sex) sex) 0 Base: All respondents 1457 802 296 169 190 651 538 195 73 1019 48 199 139 52 1067 390 Weighted 1457 830 300 158 169 637 554 194 72* 999 48* 231 135 44* 1047 410 Having the amount of money that you 629 327 124 99 241 253 102 33 445 101 49 461 168 79 16 18 need in savings or investments for a 43% 39% 41% 50% 59% 38% 46% 52% 46% 45% 34% 44% 37% 42% 44% 41% comfortable retirement AB Е Deciding to focus more on your health 10 140 83 33 13 70 51 10 95 20 18 97 43 or lifestyle 10% 11% 7% 11% 9% 13% 10% 4% 8% 13% 13% 9% 11% 10% 8% 5% G G Reaching the right age 120 12 53 51 12 5 83 12 33 66 8% 8% 10% 9% 7% 8% 9% 6% 7% 8% 10% 7% 9% 10% 8% 8% 97 35 23 Waiting until your children are no 69 15 6 53 2 71 3 18 74 longer your financial responsibility 7% 8% 5% 5% 3% 8% 6% 4% 3% 7% 6% 2% 13% 5% 7% 6% IKNO D G K Having a plan for where you will live 27 87 49 33 54 26 43 6 5 5 16 60 3% when you are retired 6% 6% 9% 4% 7% 6% 3% 6% 5% 11% 7% 5% 9% 6% 7% CD Getting tired of working 83 57 14 39 30 10 60 10 65 19 4% 6% 5% 5% 6% 5% 7% 5% 2% 6% 5% 6% 9% 4% 8% 6% D Having a plan for when and how you 77 46 10 12 10 32 24 16 48 2 20 5 49 28 would leave your job 5% 6% 3% 8% 6% 5% 4% 8% 6% 5% 4% 9% 4% 4% 5% 7% В IN Having the amount of money that you 71 41 21 10 46 14 50 20 20 8 36 4 5 need in savings or investments to 5% 5% 7% 5% 6% 4% 5% 5% 5% 8% 6% 4% 2% 5% 5% support your children or grandchildren D D Having a plan for what you would do in 60 31 13 19 27 10 44 45 15 retirement, such as travel, volunteer 4% 5% 5% 4% 3% 5% 4% 4% 3% 6% 4% 4% 4% 5% 2% work, etc. Determining potential health care 53 35 31 30 32 20 10 14 3 11 4% 2% 3% 2% 3% 5% 4% 5% requirements 4% 3% 3% 5% 4% 6% 8% 3% Having the amount of money that you 20 14 2 10 9 2 11 need in savings or investments to 1% 2% 1% 2% 2% 1% 2% 1% 5% 4% 1% 2% support your parents or in-laws ILN ILNO Considering how retirement would 4 20 12 10 8 2 15 16 impact your relationship with your 1% 2% 2% 2% 2% 2% 1% 2% 2% 3% 2% 2% 1% spouse

QB4. [SUMMARY - RANK 2 SECOND MOST IMPORTANT] Retirement considerations

There are many things that people consider when they decide it is time to retire. Please select up to three that were the most important considerations for you. Put them in order of importance, by placing a '1' next to the one that is most important to you, a '2' next to the second most important and a '3' next to the third most important.

Proportions/Means: Columns Tested (5% risk level) - A/B/C/D - E/F/G/H - I/J/K/L/M/N/O Overlap formulae used. * small base Household Income Marital Status Married/Part Married/Part \$100k-\$100kner (opposite ner (same Married/Part | Single/Divorc \$50k-<\$100k \$200k+ \$50k-<\$100k \$150k+ Single ed/Widowed Total <\$50k <\$200k <\$50k <\$150k Divorced Widowed ner sex) sex) 0 Base: All respondents 1457 802 296 169 190 651 538 195 73 1019 48 199 139 52 1067 390 Weighted 1457 830 300 158 169 637 554 194 72* 999 48* 231 135 44* 1047 410 Having the amount of money that you 206 111 48 90 13 139 149 57 22 25 77 26 10 32 21 need in savings or investments for a 14% 13% 16% 14% 15% 14% 14% 14% 18% 14% 21% 14% 16% 10% 14% 14% comfortable retirement Having a plan for what you would do in 178 88 36 24 31 57 80 29 13 136 25 11 140 39 12% 11% 12% 15% 18% 9% 14% 18% 14% 8% 11% 8% 7% 13% 10% retirement, such as travel, volunteer 15% work, etc. Εl Εl 0 Α Deciding to focus more on your health 159 20 12 58 18 95 18 102 56 14% or lifestyle 11% 11% 11% 13% 7% 12% 11% 9% 11% 10% 16% 13% 19% 10% 14% IN IN 146 19 25 50 Having a plan for when and how you 79 37 11 56 61 92 5 29 18 96 would leave your job 10% 10% 13% 7% 11% 9% 11% 13% 5% 9% 10% 12% 13% 9% 9% 12% Having a plan for where you will live 140 88 27 10 14 57 58 19 12 43 6 91 6 26 96 10% 10% 11% when you are retired 11% 9% 6% 8% 9% 10% 8% 9% 12% 11% 9% 12% 9% Determining potential health care 118 70 19 13 16 66 36 13 68 18 17 75 43 13% requirements 8% 10% 7% 7% 10% 8% 8% 6% 10% 7% 4% 14% 8% 16% 7% IN IN Reaching the right age 115 66 26 11 12 54 45 6 83 2 13 14 85 30 8% 8% 9% 7% 7% 8% 8% 5% 9% 8% 5% 6% 10% 7% 8% 7% Waiting until your children are no 109 63 22 15 48 35 22 13 87 23 3 85 2 longer your financial responsibility 8% 8% 8% 10% 5% 8% 6% 12% 5% 9% 4% 6% 5% 6% 8% 6% Getting tired of working 109 63 16 15 15 47 41 12 79 15 83 26 8% 8% 6% 9% 9% 7% 8% 12% 8% 9% 7% 6% 7% 8% 6% 6% Having the amount of money that you 104 69 21 10 54 37 10 75 21 76 28 need in savings or investments to 7% 7% 6% 9% 7% 5% 8% 9% 4% 7% 8% 3% 5% 3% 4% 7% support your children or grandchildren D Considering how retirement would 48 27 20 17 3 39 0 39 8 impact your relationship with your 3% 3% 3% 4% 4% 3% 3% 4% 4% 4% 2% 2% 4% 2% 3% spouse 5 Having the amount of money that you 24 13 2 13 6 19 0 19 need in savings or investments to 2% 2% 2% 1% 2% 2% 1% 2% 2% 2% 2% 2% 1% support your parents or in-laws

QB4. [SUMMARY - RANK 3 THIRD MOST IMPORTANT] Retirement considerations

There are many things that people consider when they decide it is time to retire. Please select up to three that were the most important considerations for you. Put them in order of importance, by placing a '1' next to the one that is most important to you, a '2' next to the second most important and a '3' next to the third most important.

Proportions/Means: Columns Tested (5% risk level) - A/E	B/C/D - E/F/G/H - I/	J/K/L/M/N/O Overl														
			Investab	le Assets			Househo	ld Income					Marital Status			
	Total	<\$50k	\$50k-<\$100k	\$100k- <\$200k	\$200k+	<\$50k	\$50k-<\$100k	\$100k- <\$150k	\$150k+	Married/Part ner (opposite sex)	Married/Part ner (same sex)	Single	Divorced	Widowed	Married/Part	Single/Divorc ed/Widowed
		Α	В	С	D	Е	F	G	Н	I	J	K	L	M	N	0
Base: All respondents	1457	802	296	169	190	651	538	195	73	1019	48	199	139	52	1067	390
Weighted	1457	830	300	158	169	637	554	194	72'	999	48*	231	135	44*	1047	410
Having a plan for what you would do in	222	107			38	76										
retirement, such as travel, volunteer	15%	13%	16%	20%	22%	12%			23%		22%	16%	14%	20%	15%	16%
work, etc.				A	A		E	_	E	-1						
Deciding to focus more on your health	176	101	1			76	1	29	9						130	
or lifestyle	12%	12%	12%	9%	15%	12%	11%	15%	13%	13%	8%	11%	13%	10%	12%	11%
Reaching the right age	161	101	30	13	17	84	54	19	3	3 104	2	34	18	3	106	55
	11%	12%	10%	9%	10%	13% H	10%	10%	5%	10%	4%	15%	13%	8%	10%	13%
Having the amount of money that you	151	88	31	18	15	63	63	16	9	96	6	30	17	3	102	49
need in savings or investments for a comfortable retirement	10%	11%	10%	11%	9%	10%	11%	8%	13%	10%	13%	13%	12%	6%	10%	12%
Having a plan for where you will live	138	78				65			7	00		17			00	
when you are retired	9%	9%	9%	11%	9%	10%	9%	9%	10%	9%	9%	7%	15% IKNO		9%	11% K
Getting tired of working	133	73		21	12	59	53	17	4	93	2	22	13	3	95	
	9%	9%	9%	13% D	7%	9%	10%	9%	6%	9%	4%	10%	10%	7%	9%	9%
Having a plan for when and how you	126	74	24	13	15	53	53	11	9						92	
would leave your job	9%	9%	8%	8%	9%	8%	10%	6%	12%	9%	5%	9%	8%	8%	9%	8%
Determining potential health care	99	63	20	9	7	57	29	9	4	66	4	14	10	6	69	30
requirements	7%	8%	7%	6%	4%	9% F	5%	5%	5%	7%	8%	6%	7%	14% IKNO	7%	7%
Waiting until your children are no	88	59	18	6	5	39	34	13	2	2 65	2	14	6	1	67	21
longer your financial responsibility	6%	7% D	1	4%	3%	6%	6%	7%	3%	7%	4%	6%	5%	2%	6%	5%
Having the amount of money that you	75	41	15	10	9	29	31	10	5	61	4	5	2	3	65	10
need in savings or investments to	5%	5%	5%	6%	5%	5%	6%	5%	7%	6%	8%	2%	2%	6%	6%	2%
support your children or grandchildren										KLO					KLO	<u> </u>
Considering how retirement would	52	22			13	19			2						45	
impact your relationship with your	4%	3%		1%	8%	3%	5%	4%	3%			3%	-	3%		
spouse			AC		AC					LO				L	LO	
Having the amount of money that you	36	25		_	0	17			C	19					25	
need in savings or investments to	3%	3%	1	1%	-	3%	3%	3%		- 2%		4%	1%	2%	2%	3%
support your parents or in-laws		D	D								IKLNO					

What was the amount?/ What do you think the amount will be?

Proportions/Means: Columns Tested (5% risk level) - A/B/C/D - E/F/G/H - I/J/K/L/M/N/O Overlap formulae used. * small base; ** very small base (under 30) ineligible for sig testing

			Investabl	e Assets			Househol	d Income		Marital Status								
	Total	<\$50k	\$50k-<\$100k	\$100k- <\$200k	\$200k+	<\$50k	\$50k-<\$100k	\$100k- <\$150k	\$150k+	Married/Part ner (opposite sex)		Single	Divorced	Widowed	Married/Part	Single/Divor		
		Α	В	С	D	Е	F	G	Н	I	J	K	L	M	N	0		
Base: Have determined that amount	410	134	94	74	108	141	152	84	33	314	17	31	30	18	331	79		
Weighted	387	131	96*	67*	93	125	149	82*	32*	293	16**	36**	28**	14**	309	78*		
										·								
<\$500,000	242 63%	90 69% D	64%	41 61%	48 52%	94 76% FGH	I I	40 49%	13 42%		12 76%	19 53%		12 84%	195 63%			
\$500,000 - \$999,999	73 19%	18 14%		14 20%	24 26% A	17 13%	32 22%	18 23%	5 17%		2 12%	10 27%	1 1	2 17%	54 18%	18 23%		
\$1 million - \$2,999,999	62 16%	18 14%		11 17%	18 19%	10 8%	20 14%	20 24% E	11 35% EF	17%	2 12%	4 12%	4 15%	0	53 17%	11%		
\$3 million - \$4,999,999	6 2%	3 2%	1 1%	0	2 2%	2 1%	1 1%	2 3%	1 3%	4 1%	0 -	1 4%	1 3%	0	4 1%	3%		
\$5 million+	4 1%	2 1%	1	1 2%	1 1%	2 1%	1 1%	1 2%	1 3%	3 1%	0 -	1 4%	0 -	0	3 1%			
Gummary			· · · · ·	•	•					•								
Mean (Excl '0)	496720.7	457623.2	449782.7	485494.8	611647.4	371908.8	414214.1	658226.9 EF	966484.9	508158.8	234012	638304	508688.8	168929	494100.6	506770.3		
Std Dev	769011.1	815640.7	684427.1	802983.1	762533.6	750958.3	610605	847602.1	1065619.3	762205.6	356694.9	1074256.1	672838.6	193099.7	748902.3	846831.4		
Std Err	38498.7	72093.1	70593.3	93344.9	75134.7	65116.3	49526.6	93036.4	191390.9	43715.5	89173.7	192942.1	122843	45514	41864.9	95276		
Median	150000	100000	150000	150000	400000	100000	100000	500000	600000	200000	20000	300000	250000	60000	150000	200000		

755

72%

31

71%

326

80%

IJN

QB6. Retirement savings ahead of schedule

In terms of your retirement savings, are you financially well ahead of where you thought you'd be, almost exactly where you thought you'd be, somewhat short of where you thought you'd be or nowhere close to where you anticipated?

Proportions/Means: Columns Tested (5% risk level) - A/B/C/D - E/F/G/H - I/J/K/L/M/N/O Overlap formulae used. * small base Household Income Marital Status Married/Part Married/Part \$100k-\$100k-Married/Part Single/Divorc ner (opposite ner (same Widowed Total \$50k-<\$100k <\$200k \$200k+ <\$50k \$50k-<\$100k <\$150k \$150k+ Divorced ed/Widowed <\$50k sex) sex) Single ner 0 Base: All Respondents 1457 802 296 169 190 651 538 195 73 1019 48 199 139 52 1067 390 Weighted 1457 830 300 158 169 637 554 194 72* 999 48* 231 135 44* 1047 410 Well ahead 79 25 22 24 28 56 59 19 20 21 5% 3% 7% 7% 12% 4% 5% 11% 8% 6% 6% 3% 6% 5% EF 298 45 233 Almost exactly 123 69 62 94 120 50 34 220 13 14 64 20% 15% 23% 28% 37% 15% 22% 26% 47% 22% 27% 17% 10% 24% 22% 16% AB Εl EFG LO LO Somewhat short 425 180 113 71 60 134 193 80 322 12 28 334 91 29% 45% 35% 25% 32% 21% 22% 38% 36% 21% 41% 26% 23% 26% 32% 22% Εl EH KLO KLO Nowhere close 656 502 96 31 27 385 213 43 402 19 126 89 20 421 235 15 45% 61% 32% 20% 16% 60% 39% 22% 20% 40% 39% 55% 66% 45% 40% 57% GH IJKMNO BCD CD FGH IJN Summary 293 83 Well ahead/ Almost exactly 376 148 56 82 118 148 71 39 276 17 27% E 26% 18% 30% 35% 49% 19% 37% 55% 28% 35% 23% 13% 29% 28% 20% ABC EFG LO LO EF LO

406

73%

GH

123

64%

33

45%

723

72%

31

65%

178

77%

117

87%

IJKMNO

102

65%

87

52%

519

81%

FGH

Nowhere close/ Somewhat short

1081

74%

682

82%

BCD

209

70%

QB6. Retirement savings ahead of schedule

In terms of your retirement savings, are you financially well ahead of where you thought you'd be, almost exactly where you thought you'd be, somewhat short of where you thought you'd be or nowhere close to where you anticipated?

Proportions/Means: Columns Tested (5% risk level) - A/B/C/D - E/F/G/H - I/J/K/L/M/N/O Overlap formulae used. * small base; ** very small base (under 30) ineligible for sig testing

				Assets			Househol	u income		Marital Status								
	Total	<\$50k A	\$50k-<\$100k	\$100k- <\$200k C	\$200k+ D	<\$50k E	\$50k-<\$100k F	\$100k- <\$150k G		Married/Part ner (opposite sex)		Single K	Divorced L	Widowed M	Married/Part ner N	Single/Divor ed/Widower		
Base: Determined the amount of																		
money that need to accumulate	410	134		74	108	141	152	84	33		17	31	30	18	331	79		
Weighted	387	131	96*	67*	93	125	149	82*	32*	293	16**	36**	28**	14**	309	78*		
Well ahead	46	15		8	13	15	13	15	3	1 - 1	4	7	2	1	36			
	12%	12%	10%	12%	14%	12%	9%	18% F	9%	11%	24%	21%	6%	10%	12%	13%		
Almost exactly	134	34	30	29	41	36	51	26	21	108	8	9	2	6	117	18		
	35%	26%	31%	43% A	44% A	29%	35%	32%	66% EFG		51%	26%	8%	44%	38% O	23%		
Somewhat short	129	38	37	24	30	37	55	31	6	97	3	11	14	4	101	29		
	34%	29%	39%	36%	33%	29%	37%	38%	19%	33%	21%	30%	50%	28%	33%	37%		
Nowhere close	77	44	19	6	8	37	29	9	2	55	1	8	10	3	56	21		
	20%	34%	20%	9%	9%	30%	19%	12%	6%	19%	5%	24%	37%	19%	18%	27%		
		BCD	D			GH												
ummary																		
Well ahead/ Almost exactly	180	49	40	37	54	51	65	41	24	140	12	17	4	8	152			
	47%	38%	42%	55%	58%	41%	43%	50%	75% EFG		75%	47%	13%	54%	49%			
Nowhere close/ Somewhat short	206	81	56	30	AB 39	73	84	41	EFG o	152	4	19	24	7	10 156			
Nowhere close/ Somewhat Short	53%	62%		45%	42%	59%	57%	50%	25%		25%	53%	87%	46%	51%			
	53%	62% CD		45%	42%	59% H	57% H	50% H	25%	52% N	25%	53%	87%	46%	51%	64%		

Thinking about all your sources of income, what is, or what do you expect to be, the single, largest source of income during your retirement?

Proportions/Means: Columns Tested (5% risk level) - A/E	B/C/D - E/F/G/H - I/-	J/K/L/M/N/O Over	ap formulae used. ' Investab				Househo	ld Income					Marital Status			
			investab	e Assets			nouserio	ia iricome					Maritai Status	· 	1	
	Total	<\$50k	\$50k-<\$100k	\$100k- <\$200k	\$200k+	<\$50k	\$50k-<\$100k	\$100k- <\$150k	\$150k+	Married/Part ner (opposite sex)		Single	Divorced	Widowed	Married/Part	Single/Divorced/Widowed
		Α	В	С	D	Е	F	G	Н	I	J	K	L	М	N	0
Base: All Respondents	1457	802			190	651	538	195	73		48	199				
Weighted	1457	830	300	158	169	637	554	194	72*	999	48*	231	135	44*	1047	410
Pension income from an employer	424	191			51	122			24		13					
(yours or your spouse's)	29%	23%			30%	19%	l .	l I	34%	1	27%	17%	l	28%	1	
Course and a series in series	202	200	AD 50		A 18	0.40	E	E 24	E		4.5		K	47	KO	
Government pension income	362	269	52			242		l I	5		15	60	l		1	
	25%	32% BCD	17%	15%	11%	38% FGH	16% H	13%	7%	22%	32%	26%	37% IKN			31% IKN
Income from your own investments	261	109	61	34	57	76		40	18	179	6	55				
income nom your own investments	18%	13%			34%	12%			26%		13%	24%				
	1070	1370	A	A A	ABC	12/0	E	l I	2070 E		1376	LNO		10%	10%	10%
Part-time or occasional work	124	99			4	83			4		3			1		49
r art ame er eccacional wont	9%	12%	4%	- 1	3%	13%	I	5%	5%	1	6%	12%		l		1
	0,0	BCD	1,70	0,0	0,0	FG		0,0	070	1	0,0	IN				IMN
Money obtained by selling a home or	114	73	20	13	9	49		14	6	81	5	17			86	
making use of home equity	8%	9%	7%		5%	8%	8%	7%	8%		11%	7%				
Money obtained by cashing in your	104	53	18	13	19	35	37	21	11	74	2	22	5	1	76	28
investments	7%	6%	6%	8%	11%	5%	7%	11%	15%	7%	4%	9%	4%	2%	7%	7%
					AB			E	EF	:		0				1
Income from a spouse or partner who	41	16			8	16			2		2		l	1 -		
continues to work	3%	2%	5%	2%	5%	3%	3%	5%	3%	3%	3%	3%	1%	-	3%	2%
			A		Α											
Inheritance	5	3		0	1	1	3	l I	0	1	1	0	1	0	1	1
	0%	0%	0%	-	1%	0%	1%	1%		0%	2%	-	1%	-	0%	0%
											K					<u> </u>
Sales of business	3	3	0	0	0	2		0	0	1	1	0	0	0		
	0%	0%	-	-	-	0%	0%	-		0%	2% IKNO	-	-	-	0%	-
Lotton	2	2	0	0	0	2	0	0	0) 2	IKINO 0	0	0	0	1	0
Lottery	2 0%	2 0%	0	ا	٥	2 0%	١	ا	U	0%	U	"	"	١	2 0%	
	070	078]]	1	0 /8]]	-	1 0%	_	_	·		078	1
RRSP/ RIF	2	0	1	0	1	0	2	0	0	2	0	0	0	0	2	0
TATOL / TAIL	0%	-	0%		1%	-	0%	_		. 0%	-	-		<u> </u>	0%	1
	0,0		0,0		A		0,0									1
Savings (unspec)	2	1	0	1	0	2	0	0	0	0	0	1	1	0	0	2
3. (, .,	0%	0%	_	1%	-	0%		-			_	0%	1%] -	-	0%
													IN			1
All family member mentions (unspec)	1	1	0	0	0	0	0	1	0	1	0	0	0	0	1	0
	0%	0%	-	-	-	-	-	0%	-	- 0%	-	-	-	-	0%	-
																1
Other	6	6	0	0	0	3		0	1	5	0	1	0	0	5	
	0%	1%	-	-	-	1%	0%	-	2%	1%	-	0%	-	-	0%	0%
									F							
None	1	1	0	0	0	1	0	0	0	1	0	0	0	0	1	(
	0%	0%	-	-	-	0%	-	-	-	0%	-	-	-	-	0%	1 .
(2)(2)(2)										1					-	-
(DK/NS)	5	4	0	0	1	4	0	0	1	2	0	2	0		2	3
	0%	1%	-	-	1%	1%	-	-	2%	1	-	1%	-	3%	1	1%
									F	1				ILN		1

QB11a. Have defined pension plan

Do you have...

			Investable	e Assets			Househol	d Income					Marital Status			
	Total	<\$50k	\$50k-<\$100k	\$100k- <\$200k	\$200k+	<\$50k	\$50k-<\$100k	\$100k- <\$150k		Married/Part ner (opposite sex)		Single K	Divorced	Widowed M	Married/Part ner	Single/Divorded/Widowed
Base: All Respondents	1457	802	296	169	190	651	538	195	73	1019	48	199	139	52	1067	390
Weighted	1457	830	300	158	169	637	554	194	72*	999	48*	231	135	44*	1047	410
										•						
A defined benefit pension plan	318	133	75	59	52	106	133	60	19	235	9	30	28	16	244	74
	22%	16%	25%	37%	31%	17%	24%	31%	26%	24%	18%	13%	21%	37%	23%	18%
			A	AB	A		E	E	E	ко				IJKLNO	ко	к
A defined contribution pension plan	261	102	78	46	35	58	129	53	22	203	13	31	13	1	216	45
	18%	12%	26%	29%	21%	9%	23%	27%	30%	20%	28%	13%	10%	3%	21%	11%
			A	A	A		E	E	E	KLMO	KLMO				KLMO	
Neither	602	419	92	32	59	342	181	55	23	384	19	110	74	14	403	199
	41%	50%	31%	20%	35%	54%	33%	29%	32%	38%	39%	48%	55%	32%	39%	49%
		BCD	C		С	FGH						IN	IMN			IMN
Don't know	276	177	54	21	23	131	111	26	8	177	7	60	19	12	184	92
	19%	21%	18%	14%	14%	21%	20%	14%	11%	18%	15%	26%	14%	27%	18%	22%
		CD				G						ILN		L		LN