SURVEY NAME

## FINAL - FINANCIAL RESILIENCE SURVEY

## DATE

Tuesday, April 4, 2023

## Demographics

Total responses
1000

```
Age groups
18-24 (17.2%), 25-34 (25.7%), 35-44 (25.7%),
45-54 (17.0%), > 54 (14.4%)
```

Country
New Zealand

Gender
Female (53.9\%), Male (46.1\%)

Residential Postal Code
3204 NZ,9022 NZ, 8011 NZ,4172 NZ,9012 NZ, 1021
NZ,3500 NZ,6022 NZ,9073 NZ,5011 NZ,4374
NZ,7610 NZ, 0600 NZ, 0930 NZ,8061 NZ, 3216
NZ, 3015 NZ, 3110 NZ, 8024 NZ,6011 NZ, 7830
NZ,7201 NZ,

7710 NZ,2023 NZ,4130 NZ,7400 NZ,5028 NZ, 1150 NZ,4444 NZ,5036 NZ,6149 NZ,6148 NZ,2112 NZ,2010 NZ,2105 NZ,3800 NZ,2025 NZ,5540 NZ,1011 NZ,8062 NZ, 7240 NZ,4332 NZ,0420 NZ,2676 NZ,9016 NZ, 1050 NZ,4710 NZ,1071 NZ,3141 NZ,3283 NZ,5012 NZ,3197 NZ,8022 NZ,6023 NZ,4010 NZ,4377 NZ,4320 NZ,3119 NZ, 9054 NZ,3120 NZ,3434 NZ, 8053 NZ, 8051 NZ, 1145 NZ, 0750 NZ, 7700 NZ, 1052 NZ, 4501 NZ, 0118 NZ, 1023 NZ, 9011 NZ, 1141 NZ, 4500 NZ,8052 NZ,6012 NZ,9876 NZ,0626 NZ,1149 NZ,3392 NZ,3320 NZ,4574 NZ, 1072 NZ,2022 NZ,9300 NZ,7910 NZ, 1025 NZ, 0610 NZ,4371 NZ, 7020 NZ, 0984 NZ, 8023 NZ, 7010 NZ, 8041 NZ,6035 NZ, 3244 NZ, 6021 NZ, 2402 NZ, 5018 NZ, 0230 NZ, 9343 NZ, 1022 NZ, 3582 NZ, 1148 NZ,1061 NZ,6037 NZ,4412 NZ,4610 NZ,8013 NZ,9371 NZ,5032 NZ, 7930 NZ,2102 NZ,3420

3118 NZ, 3200 NZ, 0505 NZ, 4175 NZ, 3214 NZ, 9024
NZ,5024 NZ, 7381 NZ, 1024 NZ, 9010 NZ, 4120
NZ, 0624 NZ, 2120 NZ, 8025 NZ, 9310 NZ, 3330
NZ, 1062 NZ, 3210 NZ, 3010 NZ,3290 NZ, 3377
NZ,0602 NZ,9812 NZ,7940 NZ,78543 US,0622
NZ,4312 NZ,4410 NZ,3206 NZ,4200 NZ, 9230
NZ,0154 NZ, 2013 NZ, 0800 NZ,8014 NZ, 3225
NZ, 0627 NZ, 4414 NZ, 3288 NZ, 3803 NZ, 7011
NZ, 1010 NZ, 3284 NZ, 8042 NZ, 3114 NZ, 0112
NZ,3112 NZ,5014 NZ,3129 NZ,5010 NZ, 0630
NZ,9810 NZ, 0110 NZ, 8140 NZ,4110 NZ,3116

Q1
TYPE: SINGLE SELECTION

## What is your biggest financial worry?

| $\#$ | ANSWERS | ANSWERS(\%) | COUNT |
| :--- | :--- | :---: | :---: | STRATIFIED ANSWERS(\%) STRATIFIED COUNT

## Q2

TYPE: MULTIPLE SELECTION
How has your behavior changed due to cost-of-living crisis?

| \# | ANSWERS | RESPONDENTS(\%) |
| :--- | :--- | :--- |
| A1 | Saving more | $34.30 \%$ |
| A2 | Investing less | $35.80 \%$ |
| A3 | Cut down on <br> spending | $45.40 \%$ |
| A4 | More stressed | $42.30 \%$ |
| A5 | Cut down on food <br> purchases | $33.80 \%$ |
| A6 | Other | $0.20 \%$ |
| A7 | spending more on <br> food |  |
| A8 | Moving to cheaper <br> services |  |

ANSWERS(\%)
$17.88 \%$
$18.67 \%$
$23.67 \%$
$22.05 \%$
$17.62 \%$
$0.10 \%$
count
343
358
454
423
338
2

| STRATIFIED <br> RESPONDENTS(\%) | STRATIFIED <br> ANSWERS(\%) | STRATIFIED COUNT |
| ---: | ---: | :--- |
| $34.30 \%$ | $17.88 \%$ | 343.0 |
| $35.80 \%$ | $18.67 \%$ | 358.0 |
| $45.40 \%$ | $23.67 \%$ | 454.0 |
| $42.30 \%$ | $22.05 \%$ | 423.0 |
| $33.80 \%$ | $17.62 \%$ | 338.0 |
| $0.20 \%$ | $0.10 \%$ | 2.0 |
|  |  |  |

Q3
TYPE: SINGLE SELECTION
Do you own a house?
\# ANSWERS
A1 Yes
A2 No

ANSWERS(\%)
53.60\%
46.40\%

COUNT
536
464

STRATIFIED ANSWERS(\%) STRATIFIED COUNT
53.60\%
46.40\%

Q4
TYPE: SINGLE SELECTION
If you do not own a house, when do you think you will be able to buy a house?

| \# | ANSWERS | ANSWERS(\%) | COUNT | STRATIFIED ANSWERS(\%) |
| :--- | :--- | :---: | :---: | :---: |
| A1 | Within the next year | $14.10 \%$ | 141 | $14.10 \%$ |
| A2 | The next 1 to 2 years | $16.30 \%$ | 163 | $16.30 \%$ |
| A3 | The next 3 to 5 years | $17.30 \%$ | 173 | $17.30 \%$ |
| A4 | The next 5 to 10 years | $14.10 \%$ | 141 | $14.10 \%$ |
| A5 | After 10 years or more | $9.60 \%$ | 96 | $9.60 \%$ |
| A6 | I don't think I will ever be able |  |  |  |
| to buy a house? | $13.20 \%$ | 132 | $13.20 \%$ |  |
| A7 | I already own a home | $15.40 \%$ | 154 | $15.40 \%$ |

## Q5

TYPE: MULTIPLE SELECTION

## How have falling house prices affected your financial situation?

| \# | ANSWERS | RESPONDENTS(\%) | ANSWERS(\%) | COUNT | STRATIIIED RESPONDENTS(\%) | STRATIFIED ANSWERS(\%) | STRATIFIED COUNT |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| A1 | They haven't, my financial situation remains the same | 19.20\% | 12.82\% | 192 | 19.20\% | 12.82\% | 192.0 |
| A2 | I am now in negative equity | 27.80\% | 18.56\% | 278 | 27.80\% | 18.56\% | 278.0 |
| A3 | I am more stressed about money | 36.50\% | 24.37\% | 365 | 36.50\% | 24.37\% | 365.0 |
| A4 | I have less disposable income | 34.00\% | 22.70\% | 340 | 34.00\% | 22.70\% | 340.0 |
| A5 | I feel less secure about my financial situation | 32.30\% | 21.56\% | 323 | 32.30\% | 21.56\% | 323.0 |
| A6 | Other | 0.00\% | 0.00\% | 0 |  |  |  |

Q6
TYPE: SINGLE SELECTION
By how much has your mortgage increased in the last 12 months?

| \# | ANSWERS | ANSWERS $(\%)$ | COUNT |
| :--- | :--- | :--- | :---: | STRATIFIED ANSWERS(\%) STRATIFIED COUNT

## Q7

TYPE: MULTIPLE SELECTION
What are you doing to counter the cost of your increased mortgage payments?


```
A11 I do not have a
    mortgage
A12 I don't have a
    mortgage ?!
A13 no mortgage
A14 Don't have a
    mortgage
A15 I don't have a
    mortgage
    No mortgage
A17 Don't have one
A18 Don't have a
        mortgage
A19 Don't have
        mortgage
        I am mortgage free
A21 Don't have a
        mortgage
A22 I don't have
        Mortage
A23 I do not have a
        mortgage
A24 I don't have a
    mortgage
```


## Q8

TYPE: SINGLE SELECTION

## What is your current KiwiSaver balance?

| \# | ANSWERS | ANSWERS(\%) | COUNT | STRATIFIED ANSWERS(\%) | STRATIFIED COUNT |
| :---: | :---: | :---: | :---: | :---: | :---: |
| A1 | Under \$10,000 | 14.80\% | 148 | 14.80\% |  |
| A2 | Between \$10,000 and \$20,000 | 11.90\% | 119 | 11.90\% |  |
| A3 | Between \$20,000 and $\$ 40,000$ | 12.70\% | 127 | 12.70\% |  |
| A4 | Between \$40,000 and \$60,000 | 14.60\% | 146 | 14.60\% |  |
| A5 | Between \$60,000 and \$80,000 | 12.70\% | 127 | 12.70\% |  |
| A6 | Between \$80,000 and \$100,000 | 10.60\% | 106 | 10.60\% |  |
| A7 | Over \$100,000 | 11.30\% | 113 | 11.30\% |  |
| A8 | Not sure | 11.40\% | 114 | 11.40\% |  |

## Q9

```
TYPE: SINGLE SELECTION
```

Who is your KiwiSaver Provider?

| $\#$ | ANSWERS | ANSWERS $(\%)$ | COUNT | STRATIFIED ANSWERS(\%) | STRATIFIED COUNT |
| :--- | :--- | ---: | :--- | ---: | :--- |
| A1 | Not sure | $4.50 \%$ | 45 | $4.50 \%$ |  |
| A2 | Milford | $5.00 \%$ | 50 | $5.00 \%$ |  |
| A3 | Fisher Funds | $5.20 \%$ | 52 | $5.20 \%$ |  |
| A4 | Simplicity | $5.20 \%$ | 52 | $5.20 \%$ |  |
| A5 | ANZ | $8.20 \%$ | 82 | $8.20 \%$ |  |
| A6 | ASB | $4.90 \%$ | 49 | $4.90 \%$ |  |
| A7 | BNZ | $4.10 \%$ | 41 | $4.10 \%$ |  |
| A8 | Generate | $2.90 \%$ | 29 | $2.90 \%$ |  |
| A9 | Booster | $2.80 \%$ | 28 | $2.80 \%$ |  |
| A10 | KiwiWealth | $4.50 \%$ | 45 | $4.50 \%$ |  |
| A11 | AMP | $3.60 \%$ | 36 | $3.60 \%$ |  |
| A12 | AE KiwiSaver | $2.50 \%$ | 25 | $2.50 \%$ |  |
| A13 | BT Funds (Westpac) | $3.10 \%$ | 31 | $3.10 \%$ |  |
| A14 | Civic Financial Services | $2.90 \%$ | 29 | $2.90 \%$ |  |
| A15 | Consilium NZ Limited | $2.40 \%$ | 24 | $2.40 \%$ |  |

STRATIFIED ANSWERS(\%)
strATIFIED COUNT

| A16 | Craigs Investment Partners | 2.10\% | 21 | 2.10\% |
| :---: | :---: | :---: | :---: | :---: |
| A17 | Invest Now | 1.80\% | 18 | 1.80\% |
| A18 | Juno | 2.50\% | 25 | 2.50\% |
| A19 | Kernel Wealth | 1.80\% | 18 | 1.80\% |
| A20 | Koura Wealth | 2.00\% | 20 | 2.00\% |
| A21 | Lifestages | 3.00\% | 30 | 3.00\% |
| A22 | Medical Funds Management | 1.80\% | 18 | 1.80\% |
| A23 | Mercer | 2.20\% | 22 | 2.20\% |
| A24 | New Zealand Anglican Church Pension Board | 2.60\% | 26 | 2.60\% |
| A25 | New Zealand Funds Management Limited | 3.60\% | 36 | 3.60\% |
| A26 | Nikko Asset Management New Zealand Limited | 2.70\% | 27 | 2.70\% |
| A27 | Pathfinder Asset Management | 2.80\% | 28 | 2.80\% |
| A28 | QuayStreetAsset <br> Management New Zealand Limited | 2.50\% | 25 | 2.50\% |
| A29 | SBS Bank | 2.50\% | 25 | 2.50\% |
| A30 | Other | 4.30\% | 43 | 4.30\% |

TYPE: SINGLE SELECTION

## Where did you learn about your current KiwiSaver provider?

| \# | ANSWERS | ANSWERS(\%) | COUNT | STRATIFIED ANSWERS(\%) | StRatified count |
| :---: | :---: | :---: | :---: | :---: | :---: |
| A1 | It's my bank | 16.00\% | 160 | 16.00\% |  |
| A2 | Friend or family recommendation | 12.40\% | 124 | 12.40\% |  |
| A3 | Social Media | 12.70\% | 127 | 12.70\% |  |
| A4 | Google | 12.50\% | 125 | 12.50\% |  |
| A5 | I saw them in the news | 7.90\% | 79 | 7.90\% |  |
| A6 | I saw or heard an ad (offline) | 7.60\% | 76 | 7.60\% |  |
| A7 | I saw or heard an ad (online) | 7.00\% | 70 | 7.00\% |  |
| A8 | My employer | 8.00\% | 80 | 8.00\% |  |
| A9 | I was allocated to them through the default process | 7.40\% | 74 | 7.40\% |  |
| A10 | I don't know | 8.00\% | 80 | 8.00\% |  |
| A11 | Other | 0.50\% | 5 | 0.50\% |  |
| A12 | Don't have Kiwisaver |  |  |  |  |
| A13 | Have no Kiwi Bank savings |  |  |  |  |
| A14 | I don't have Kiwisaver (previous should also have |  |  |  |  |

I don't have kiwisaver at all

Q11
TYPE: SINGLE SELECTION
Have you considered switching KiwiSaver funds in the last 12 months?
\#
ANSWERS
A1 Yes
A2 No

ANSWERS(\%)
50.60\%
49.40\%

COUNT
506
494

STRATIFIED ANSWERS(\%) STRATIFIED COUNT
$50.60 \%$
$49.40 \%$

Q12
TYPE: SINGLE SELECTION

Have you successfully switched KiwiSaver fund in the last 12 months?
\#

## A1 Yes

A2 No

ANSWERS(\%)
44.60\%
55.40\%

COUNT
446
554

STRATIFIED ANSWERS(\%) STRATIFIED COUNT
44.60\%
$55.40 \%$

```
Q13
TYPE: MULTIPLE SELECTION
```

What has stopped you from switching KiwiSaver in the last 12 months?

| \# | ANSWERS | RESPONDENTS(\%) | ANSWERS(\%) | COUNT | STRATIFIED RESPONDENTS(\%) | STRATIFIED ANSWERS(\%) | STRATIFIED COUNT |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| A1 | Fear of making mistake | 25.80\% | 21.25\% | 258 | 25.80\% | 21.25\% | 258.0 |
| A2 | Not sure what fund to pick | 32.00\% | 26.36\% | 320 | 32.00\% | 26.36\% | 320.0 |
| A3 | Happy with current fund | 32.00\% | 26.36\% | 320 | 32.00\% | 26.36\% | 320.0 |
| A4 | Don't know how to switch | 29.70\% | 24.46\% | 297 | 29.70\% | 24.46\% | 297.0 |
| A5 | Other | 1.90\% | 1.57\% | 19 | 1.90\% | 1.57\% | 19.0 |
| A6 | Don't use kiwi saver |  |  |  |  |  |  |
| A7 | NO |  |  |  |  |  |  |
| A8 | Not eligible |  |  |  |  |  |  |
| A9 | Have withdrawn KiwiSaver |  |  |  |  |  |  |
| A10 | do not have kiwisaver |  |  |  |  |  |  |
| A11 | I don't have kiwi saver |  |  |  |  |  |  |

A12 I am not in KiwiSaver.

A13 I don't have Kiwisaver

A14 Don't have kiwisaver

A15 I switched

A16 Don't have kiwisaver

A17 I am retired now and have cashed it in 18months ago.

A18 Don't have Kiwisaver

A19 Not sure it is worth switching

A20 Don't have
Kiwisaver
A21 I switched last yr
A22 Again, DON'T
have Kiwisaver!!!
A23 I don't have Kiwisaver

A24 I don't have kiwisaver

```
Q14
```

TYPE: MULTIPLE SELECTION

What would encourage you to consider switching KiwiSaver?

| \# | ANSWERS | RESPONDENTS(\%) | ANSWERS(\%) | COUNT | STRATIFIED RESPONDENTS(\%) | STRATIFIED ANSWERS(\%) | STRATIFIED COUNT |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| A1 | If it was recommended by a financial adviser | 29.50\% | 14.02\% | 295 | 29.50\% | 14.02\% | 295.0 |
| A2 | Higher returns at new fund | 41.40\% | 19.68\% | 414 | 41.40\% | 19.68\% | 414.0 |
| A3 | Lower fees at new fund | 33.50\% | 15.92\% | 335 | 33.50\% | 15.92\% | 335.0 |
| A4 | Ethical investment at new fund | 27.60\% | 13.12\% | 276 | 27.60\% | 13.12\% | 276.0 |
| A5 | Education section at new fund | 26.60\% | 12.64\% | 266 | 26.60\% | 12.64\% | 266.0 |
| A6 | Personalized advice at new fund | 26.40\% | 12.55\% | 264 | 26.40\% | 12.55\% | 264.0 |
| A7 | Crypto investment at new fund | 23.80\% | 11.31\% | 238 | 23.80\% | 11.31\% | 238.0 |
| A8 | Other | 1.60\% | 0.76\% | 16 | 1.60\% | 0.76\% | 16.0 |
| A9 | Being enabled |  |  |  |  |  |  |
| A10 | Nil |  |  |  |  |  |  |
| A11 | nothing |  |  |  |  |  |  |

```
A12 Nothing
A13 HOW MANY
TIMES???
A14 I don't have kiwi
saver
A15 I don't know
A16 Not applicable, I
    don't have
    Kiwisaver
A17 On my employers
    one so can't change
A18 If had an account
A19 not applicable
A20 What my financial
adviser and
manager (wife)
says.
A21 Bank changes
A22 I have not got kiwi
saver now
A23 I woiuldn't
recommend
Kiwisaver to anyone
A24 Nothing
```

```
Q15
TYPE: MULTIPLE SELECTION
```


## What investments outside of KiwiSaver do you have?

\# ANSWERS
A1 Rental property
A2 Online share portfolio

A3 Share broker 29.30\% portfolio

A4 Crypto currencies
A5 Managed funds
A6 Term deposits
A7 Other
A8 Saving
A9 Weekend Jobs
A10 None
A11 None
A12 None
A13 Nothing
A14 I don't have any

```
A15 Savings
A16 Australian
superannuation
Assets
Nothing
Nothing
A20 I don't have any
A21 employment super
fund
Surveys
None
None
none
No other
investments
bank account
None
None
Nothing
None
none
None
None
```

| A35 | Nil |
| :--- | :--- |
| A36 | savings |
| A37 | None |
| A38 | None |
| A39 | My concern |
| A40 | None |
| A41 | Overseas |
| A42 | Nil |
| A43 | none |
| A44 | None |
| A45 | None |
| A46 | Nothing |
| A47 | no investments |
| A48 | None |
| A49 | None |
| A50 | None |
| A51 | None |
| A52 | None |
| A53 | None |
| A54 | none |
| A55 | None |

None
none
none at all
Nothing
None
None
none

```
Q16
TYPE: MULTIPLE SELECTION
```

What online investment platforms do you use?

| \# | ANSWERS | RESPONDENTS(\%) | ANSWERS(\%) | COUNT | stratified RESPONDENTS(\%) | STRATIFIED ANSWERS(\%) | Stratified count |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| A1 | Hatch | 24.40\% | 12.30\% | 244 | 24.40\% | 12.30\% | 244.0 |
| A2 | Invest Now | 27.30\% | 13.76\% | 273 | 27.30\% | 13.76\% | 273.0 |
| A3 | Sharesies | 35.80\% | 18.04\% | 358 | 35.80\% | 18.04\% | 358.0 |
| A4 | ASB Securities | 30.40\% | 15.32\% | 304 | 30.40\% | 15.32\% | 304.0 |
| A5 | Kernel | 23.50\% | 11.84\% | 235 | 23.50\% | 11.84\% | 235.0 |
| A6 | Stake | 27.50\% | 13.86\% | 275 | 27.50\% | 13.86\% | 275.0 |
| A7 | Tiger Brokers | 23.60\% | 11.90\% | 236 | 23.60\% | 11.90\% | 236.0 |
| A8 | Other | 5.90\% | 2.97\% | 59 | 5.90\% | 2.97\% | 59.0 |
| A9 | None |  |  |  |  |  |  |
| A10 | Bank |  |  |  |  |  |  |
| A11 | Nil |  |  |  |  |  |  |
| A12 | Nothing |  |  |  |  |  |  |
| A13 | Bank account |  |  |  |  |  |  |
| A14 | None |  |  |  |  |  |  |
| A15 | None |  |  |  |  |  |  |

```
A16 Nothing
A17 I don't use any
A18 Have not got a
clue - financial
adviser (wife) does
all this without my
input.
Don't have
A20 None
A21 none
A22 none
A23 None
A24 None
A25 None
A26 None
A27 None
A28 every time I think I
could save
something else
pops up and
absorbs it i.e rent
prices petrol prices
food prices sky
rocketing
Kruptec
None
```

| A31 | bnz |
| :--- | :--- |
| A32 | None |
| A33 | none |
| A34 | Coinbas |
| A35 | None |
| A36 | None |
| A37 | Other |
| A38 | None |
| A39 | eToro |
| A40 | None |

A41 Once again,
"None" should be provided as an answer"

## A42 None

A43 Nil
A44 None
A45 None
A46 None
A47 none
A48 None
A49 None
A50 Kiwibank

| A51 | None |
| :--- | :--- |
| A52 | None |
| A53 | None |
| A54 | None |
| A55 | Crypto |
| A56 | In India |
| A57 | Not sure |
| A58 | None |
| A59 | None |
| A60 | None |
| A61 | none |
| A62 | None - don't use |
| any |  |
| A63 | None |
| A64 | Exodus |
| A65 | Unsure, done <br> through advisor <br> A66 |
| A67 | None |
| none |  |

```
Q17
TYPE: SINGLE SELECTION
```

How long have you been investing on this platform?

| \# | ANSWERS | ANSWERS(\%) | COUNT | STRATIFIED ANSWERS(\%) |
| :--- | :--- | ---: | ---: | ---: |
| A1 | Under a month | $20.50 \%$ | 205 | $20.50 \%$ |
| A2 | 1 to 3 months | $19.90 \%$ | 199 | $19.90 \%$ |
| A3 | 6 months to a year | $24.30 \%$ | 243 | $24.30 \%$ |
| A4 | 1 to 2 years | $19.20 \%$ | 192 | $19.20 \%$ |
| A5 | Over 3 years | $16.10 \%$ | 161 | $16.10 \%$ |

## Q18

TYPE: SINGLE SELECTION

## What was your online investment returns?

| \# | ANSWERS | ANSWERS(\%) | COUNT | STRATIFIED ANSWERS(\%) |
| :--- | :--- | :---: | :---: | :---: |
| A1 | I don't know | $21.50 \%$ | 215 | $21.50 \%$ |
| A2 | I have lost money | $18.50 \%$ | 185 | $18.50 \%$ |
| A3 | Between $1 \%$ and $5 \%$ per <br> year | $27.20 \%$ | 272 | $27.20 \%$ |
| A4 | Between $5 \%$ and $10 \%$ per <br> year | $17.70 \%$ | 177 | $17.70 \%$ |
| A5 | More than $20 \%$ per year | $15.10 \%$ | 151 | $15.10 \%$ |

TYPE: SINGLE SELECTION

## Have you reduced your retail investment in last 12 months?

\# ANSWERS
A1 Yes
A2 No, no change in investment amount.

A3 Other
A4 don't have any
A5 I have no savings
A6 Nil
A7 I don't have retail investment

A8 Not applicable
A9 I haven't
A10 Dont know
A11 not applicable
A12 would not have a clue sorry - main financial advisor does not tell me.

A13 I am not in retail investment, I buy what I need in the

ANSWERS(\%) COUNT

STRATIFIED ANSWERS(\%) STRATIFIED COUNT
45.70\%
53.20\%
1.10\%

11
1.10\%

```
Q20
TYPE: MULTIPLE SELECTION
```

What were your reasons for reducing your investment?

| \# | ANSWERS | RESPONDENTS(\%) | ANSWERS(\%) | COUNT | STRATIFIED <br> RESPONDENTS(\%) | STRATIFIED ANSWERS(\%) | STRATIFIED COUNT |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| A1 | Lost money | 29.60\% | 18.64\% | 296 | 29.60\% | 18.64\% | 296.0 |
| A2 | Concerned by market volatility | 32.00\% | 20.15\% | 320 | 32.00\% | 20.15\% | 320.0 |
| A3 | Increased fees from investment platform | 30.40\% | 19.14\% | 304 | 30.40\% | 19.14\% | 304.0 |
| A4 | Less disposable income available | 36.80\% | 23.17\% | 368 | 36.80\% | 23.17\% | 368.0 |
| A5 | Personal circumstance | 30.00\% | 18.89\% | 300 | 30.00\% | 18.89\% | 300.0 |

Q21
TYPE: SINGLE SELECTION
Do you currently invest in Crypto Currencies?

| $\#$ | ANSWERS | ANSWERS(\%) | COUNT | STRATIFIED ANSWERS(\%) |
| :--- | :--- | ---: | ---: | ---: |
| A1 | Yes | $49.40 \%$ | 494 | $49.40 \%$ |
| A2 | No | $50.60 \%$ | 506 | $50.60 \%$ |

```
Q22
TYPE: SINGLE SELECTION
```

Would you feel comfortable investing in crypto currencies if it was offered by a regulated financial product (i.e. KiwiSaver)?

| \# | ANSWERS | ANSWERS(\%) | COUNT | STRATIFIED ANSWERS(\%) | STRATIFIED COUNT |
| :--- | :--- | ---: | ---: | ---: | ---: |
| A1 | Yes | $42.30 \%$ | 423 | $42.30 \%$ |  |
| A2 | No | $29.20 \%$ | 292 | $29.20 \%$ |  |
| A3 | Unsure | $28.50 \%$ | 285 | $28.50 \%$ |  |
| A4 | Other | $0.00 \%$ | 0 |  |  |

