

QUESTIONNAIRE FOR LIFE CYCLE FINANCIAL PLANNING IN MALAYSIA

SECTION A : DEMOGRAPHICS

Appendix B

1. What is your Age :

26 - 35	36 - 45	46 - 55	56 - 65	> 65

2. Gender :

Male	Female

3. Ethnicity:

Malay	Chinese	Indian	Others

4. Present marital status :

Married	Single	Widowed	Separated / Divorced	Co-habitat

5. Education level :

Primary	Secondary	Tertiary

6. Occupation :

Self-Employment		Junior Staff/ Temporary	Non-Executive	Executive/ Management
Non-Professional	Professional			

7. In general, how would you describe your health?

Very Poor	Poor	Fair	Good	Excellent

8. In general, how would you describe your spouse's health (If you are married)?

Very Poor	Poor	Fair	Good	Excellent

9. What is your best estimate of the average life expectancy for someone your age and gender?
(Age in years)

65 - 70	71 - 75	76 - 80	81 - 85	> 85

10. What is your Spouse's Age :

<36	36 - 45	46 - 55	56 - 65	> 65

11. Are you presently employed?

No	Part-Time	Full-Time

12. Do you have a health condition which limits your ability to work?

Yes	No

13. Is your spouse presently employed?

No	Part-Time	Full-Time

14. Does your spouse have a health condition which limits his/her ability to work?

Yes	No

15. What is your spouse's current type of employer?

Government	Private Sector	Non-Profit Institution	Self-Employment

16. Do you own or rent your home?

Free Stay	Own	Rent

17. How many children do you have?

0	1	2	3	> 4

SECTION B : SATISFACTION WITH LIFE

Please tick the box that best reflects your response.

1. How happy are you with life in general?

Very Unhappy	Slightly Unhappy	Uncertain	Happy	Very Happy

2. How happy are you with your financial arrangements?

Very Unhappy	Slightly Unhappy	Uncertain	Happy	Very Happy

3. In general, how do you feel about your time - would you say that you always feel you have enough leisure time?

None At All	Not Enough	Uncertain	Just Enough	More than Enough

SECTION C : INCOME SOURCES

1. What is your gross annual salary for the current year? (RM'000)

< 24	25 - 49	50 - 74	75 - 99	> 100

2. Giving your best approximation, what will be your total gross annual income from all sources for the current year? (RM'000)

< 24	25 - 49	50 - 74	75 - 99	> 100

3. What percentage of your total income from all sources do you estimate will you save or invest?

< 21	21 - 40	41 - 60	61 - 80	81-100

4. Who will likely have the larger pension income, you or your spouse?

Me	My Spouse	About Equal	Uncertain

5. What is your spouse's annual gross salary? (RM'000)

<24	25 - 49	50 - 74	75 - 99	> 100

6. Is it likely that your spouse will be working for salary or wages after you retire?

Yes	No

7. Will your spouse be eligible to receive EPF or Government pension benefits?

No, not eligible	Uncertain	Likely to become eligible	Yes, eligible to receive	Yes, already receiving

SECTION D : EXPENDITURES (CONSUMPTION)

For Q.D1 and D2: In the past 3 months, did you owe any money to any of the following?

1. Revolving credit accounts including store, petrol, and general purpose credit cards, such as Diners, Visa, MasterCard, etc.

Yes	No

2. Banks, finance companies and other loan companies.

Yes	No

3. In the past one year, estimate how much you spent on the following items below.

	0-5,000	5,001-10,000	10,001-15,000	15,001-20,000	>20,000
i) Accommodation / Rental					
ii) Car Rental/Instalments					
iii) Personal Education Fund					
iv) Life Assurance					
v) Food & Drinks					
vi) Children's Education Fund					
	0 - 200	201-400	401-600	601-800	> 800
vii) Electricity & Water					

viii) Telephone					
ix) Personal Accident Insurance					
x) Gift to Family Members					
	0-3,000	3,001-6,000	6,001-9,000	9,001-12,000	>12,000
xi) Medical Insurance					
xii) Entertainment					
xiii) Holiday Travel					

4. Do you have a mortgage on your home?

Yes	No

5. If you answered "Yes" to the above question, please indicate how much longer you have to make payments, assuming you do not sell or refinance. (Years)

< 5	6 - 10	11 - 15	16 - 20	> 20

6. What is the remaining balance on your house mortgage? (RM'000)

< 50	51 - 100	101 - 150	151 - 200	> 200

7. Roughly what percentage of your total annual household income after taxes goes to pay the mortgage and property taxes on your main home? (%)

< 20	21 - 40	41 - 60	61 - 80	81-100

SECTION E : FINANCIAL PLANNING

Listed below are some specific retirement planning actions. Please tick the appropriate box.

	Not planning to do	Not certain	Planning to do in few years time	Planning to do very soon	Already done
1. Figured out how much money you would need in retirement to be able to maintain the standard of living you want					
2. Prepared an estimate of likely retirement income and expenses					
3. Established a program to save for retirement (other than EPF & Government pensions)					
4. Looked into health-care coverage you will have during retirement					
5. Decide where to live in retirement					
6. Purchased long-term-care insurance					

7. Have a formal financial plan prepared by a professional financial planner					
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8. Do you generally make some kind of plan before spending your money?

Yes	No

9. If yes, estimate how long a time period does this plan cover?

Few Days	Few Weeks	Few Months	1 Year	More than a year

10. Do you ever think about retirement at all in the last 5 years?

Yes	No

11. Do you expect your EPF contributions or the Government pension to provide more or less than 50% of your retirement income?

Less than 50%	More than 50%

12. Please rank the following of what worries you most about retirement? Starting from 1-least worried to 5=being the most worried.

	1	2	3	4	5
i) Poor health					
ii) Financial problems					
iii) Boredom					
iv) Alienation					
v) Neglected					

13. Mark all major sources of expected retirement income :

	Yes	No
i) Government Pension		
ii) EPF		
iii) Help from family members		
iv) Private Savings		
v) Private Pension		
vi) Rental Income		
vii) Share Dividends		
viii) Interest Income		

14. Compared to your parents' generation, do you expect to be worse off or better off in the following areas during your retirement?

	Very bad	Little worse	Uncertain	Little better	Much better
i) Health Care					
ii) Being Independent					
iii) Having Enough Money					
iv) Personal Health					

v) Ability to Stay Involved					
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15. Which of the following activities do you think you will spend time on after retirement?

	Yes	No
i) Reading		
ii) Concerts / Theatres / Movies		
iii) Volunteer Work		
iv) Sports / Exercise		
v) Travel		
vi) Spectator Sports		
vii) Part-time, paid employment		
viii) Continuing Education		
ix) Others		

16. In ten years time, do you think the cost of a college education would have increased?

Same	Uncertain	Increased less than half	Increased more than half	At least increased Doubled

17. How do you rate your parents planning for their retirement?

Very Poor	Poor	Neutral	Good	Very good

18. How financially well-off do you think your parents are and need not depend on you for financial support?

Very Poor	Poor	Neutral	Good	Very good

19. Have you made out a will?

Yes	No

SECTION F : SAVINGS AND INVESTMENTS

1. Giving your best approximation, what do you expect the total value of all your personal savings and investments to be when you retire? Please do not include the accumulated value of your retirement fund(s) through an employer or spouse's savings. (RM'000)

< 200	200 - 400	401 - 600	601 - 800	> 800

2. Approximately how are your current savings and investments distributed (besides your pension plan)?

Type of Investment / Savings	(%) 0 - 20	(%) 21 - 40	(%) 41 - 60	(%) 61 - 80	(%) 81-100
Property					
Public Listed Shares					
Unit Trusts					
Savings/Current/Fixed Deposit/Cash					
Unlisted Company/Business					
Others					

3. Giving your best approximation, what do you expect the total value of all your personal savings, investments, and accumulated value of your retirement fund(s) to be when you retire?

0-200	201 - 400	401 - 600	601 - 800	> 800

4. Giving your best approximation, what do you expect the total value of all your spouse's personal savings, investments, and accumulated value of their retirement fund(s) to be when you retire? Please do not include EPF and Government pension benefits. (RM'000)

0-200	201 - 400	401 - 600	601 - 800	> 800

5. What is your expected monthly EPF withdrawal or Government pension benefit at retirement? (RM per month)

< 1,000	1,000 – 2,000	2,001 – 3,000	3,001 – 4,000	> 4,000

6. If married, what is your spouse's expected monthly EPF or Government pension benefit at retirement? (RM per month)

< 1,000	1,000 – 2,000	2,001 – 3,000	3,001 – 4,000	> 4,000

7. Does your spouse strongly influence how your retirement assets are invested?

Yes	No

8. If Yes, how do you rate your spouse's risk appetite?

Very Low	Low	Neutral	High	Very High

9. How do you rate your risk appetite?

Very Low	Low	Neutral	High	Very High

10. What is your major source of investment/retirement information?

	Yes	No
i) Retirement company representatives		
ii) Colleagues / friends		
iii) Financial magazines / reports		
iv) Financial Planner		
v) Others		

11. Do you expect retirement income to be adequate to meet your family's current standard of living during retirement?

Very Inadequate	Inadequate	Neutral	Adequate	Very Adequate

12. Will uncertainty over the future of the EPF and Government pension system likely influence your expected retirement age?

Yes, will delay	Uncertain	No, even though expect level to be lower	No, even though structure remains unchanged	No, do not need it

SECTION G : RETIREMENT EXPECTATIONS

1. At what age do you plan to retire?

<56	56 - 60	61-65	66 - 70	>70

2. Please rank the following important factors in your retirement decision, starting from 1= Least Important to 5= Most Important.

	1	2	3	4	5
Health Status					
Dissatisfaction with job/superiors					
Qualify for retirement benefits					
Financial ability to retire					
More leisure time/time for family					
Pursue other employment activity					

3. How confident are you with the present economy?

No confident at all	Little confident	Neutral	Confident	Very confident

4. At what rate do you expect the economy to grow on an average over the next 10 years?

< 1.0%	1.0 – 2.9%	3.0% - 4.9%	5.0% - 7.0%	> 7.0%

5. At what rate do you expect the inflation rate to grow on an average over the next 10 years?

< 1.0%	1.0 – 2.9%	3.0% - 4.9%	5.0% - 7.0%	> 7.0%