

Report Price: £1750.00 | \$2834.04 | €2223.04

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.



"The range of options now available to consumers at retirement makes good quality advice and guidance imperative for the average consumer. While more financially savvy retirees may be able to make reasoned decisions on their own, there is a real risk that those who aren't as knowledgeable about their choices could make mistakes that lead to poverty."

- Rich Shepherd, Financial Services Research

This report looks at the following areas:

- Even older non-retirees are still putting off making retirement plans
- Is phased retirement a mainstream option in the future?
- Did retirees get all the advice they could have?

An ageing UK population, the 2014 Budget reforms to the pensions industry, subsequent changes to inheritance tax and the previously announced raising of the state pension age and abolition of the retirement age have all brought the issue of retirement into sharp focus. Increasing life expectancy will put a greater burden on the state to provide for the elderly, while individuals themselves are being urged to take more personal responsibility for their retirement.

All of these changes come at a time when the experience of retirement is itself in a state of change. The golden era of final-salary pensions is coming to an end, replaced by less valuable definedcontribution schemes. The traditional step into full retirement at 65 seems somewhat threatened by a more phased-in approach as people supplement pensions income by working longer, or use pensions as a way of affording an early semi-retirement by moving to part-time employment.

Retirement planning is, therefore, arguably more important for today's retirees than it ever has been before. This report examines retirement planning, focusing especially on planning at and after retirement.

The report includes a discussion of the main issues surrounding retirement planning, and an application of Mintel Trends to the topic. The post-retirement consumer is looked at through the use of government and industry data. Finally, Mintel's exclusive consumer research investigates pension product ownership, the phases of retirement and the income types currently received by over-45s. Also examined are the sources of financial advice used to plan retirement and expected income levels in retirement. Finally, Mintel's research looks at the attitudes towards retirement and old age from both retired and non-retired points of view.

BUY THIS REPORT NOW

VISIT: store.mintel.com

CALL: EMEA +44 (0) 20 7606 4533

> Brazil 0800 095 9094

Americas +1 (312) 943 5250

арас +61 (0) 2 8284 8100

EMAIL: reports@mintel.com

DID YOU KNOW?

This report is part of a series of reports, produced to provide you with a more holistic view of this market



Report Price: £1750.00 | \$2834.04 | €2223.04

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.

Table of Contents

Introduction

Abbreviations

Executive Summary

Retirement factors

Longer lives mean longer retirements...

Figure 1: Life expectancy at 65, by gender – UK, 1981-2062

...and increasing cost for the state

Figure 2: Projected expenditure on state pensions and related benefits, 2012/13-2062/63

Pensions reforms will change the face of retirement income

Figure 3: Volume of new annuities sales, 2009-13

The consumer

Defined-benefit schemes remain the most common private pensions

Figure 4: Ownership of pensions saving products, October 2014

One in 10 over-45s are in phased retirement

Figure 5: Lifestage, by type of income currently being received, October 2014

Half of over-45s are claiming a pension

Figure 6: Types of income currently being received, October 2014

Most over-45s will not get retirement planning advice

Figure 7: Sources of financial advice used for retirement planning, October 2014

Most expect income to fall in retirement, but three in 10 don't know what income to expect Figure 8: Expected gross annual household income in retirement, October 2014

A third expect less state support than previous generations

Figure 9: Non-retirees' attitudes towards retirement, October 2014

Inheritance and long-term care costs are retirees' biggest concerns

Figure 10: Retirees' attitudes towards retirement, October 2014

What we think

Issues and Insights

Even older non-retirees are still putting off making retirement plans The facts The implications Is phased retirement a mainstream option in the future? The facts The implications Did retirees get all the advice they could have? The facts The implications

BUY THIS REPORT NOW

CALL: EMEA +44 (0) 20 7606 4533 | Brazil 0800 095 9094 Americas +1 (312) 943 5250 | APAC +61 (0) 2 8284 8100 EMALL: reports@mintel.com



Report Price: £1750.00 | \$2834.04 | €2223.04

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.

Trend Application

Advisers and insurers can prosper with flexible products for flexible retirees

Phased retirement needs employers' assistance

How to make people care about their care

The Post-Retirement Consumer

Key points

Life expectancy projected to continue rising

Figure 11: Life expectancy at 65, by gender - UK, 1981-2062

Over-55s will account for a larger share of the population

Figure 12: UK population, by age, 2014-34 (based on 2012 projections)

The UK government plans to raise state pension spending

Figure 13: Projected expenditure on state pensions and related benefits, 2012/13-2062/63

People are working later in life

Figure 14: Average age of withdrawal from the labour market using the static indicator, by gender – UK, 1984-2012

For many, longer life will mean living longer with illness

Figure 15: Period life expectancy, healthy life expectancy and disability-free life expectancy at 65, by gender, 2008

Individual pension business falls sharply, while workplace pensions rise

Figure 16: Total regular individual pension business and regular individual workplace pension business in force at year end, volume and value, 2009-13

The move away from DB to DC opens retirees up to greater financial risk

Figure 17: Occupational pension schemes in force, volume and value, 2004-13

Annuities market plunges following the 2014 Budget changes

Figure 18: Volume and value of new annuities sales, 2009-13

The number of drawdown policies continues to grow

Figure 19: Income drawdown in force, 2009-13

Pension Product Ownership

Key points

Four in 10 over-45s have a DB pension...

Figure 20: Ownership of pensions saving products, October 2014

...while just 11% have a DC pension

Pensions remain misunderstood by many

Growth needed in pension ownership among lower socio-economic groups

Figure 21: Ownership of pensions savings products, by socio-economic status, October 2014

The Phased Retirement

Key points

One in 10 over-45s are phasing in their retirement

Figure 22: Lifestage, by type of income currently being received, October 2014

Figure 23: Phased retirement motives matrix, October 2014

The luxury of being able to choose your own retirement date

BUY THIS REPORT NOW

VISIT: store.mintel.com CALL: EMEA +44 (0) 20 7606 4533 | Brazil 0800 095 9094 Americas +1 (312) 943 5250 | APAC +61 (0) 2 8284 8100 EMAIL: reports@mintel.com



Report Price: £1750.00 | \$2834.04 | €2223.04

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.

Age is still a key determinant of working patterns

Figure 24: Lifestage, by type of income currently being received, by age, October 2014

Phased or delayed?

Current Sources of Income

Key points

Half of over-45s are currently claiming a pension

Figure 25: Types of income currently being received, October 2014

A fifth of 65-74-year-olds are still working

Figure 26: Percentage of consumers receiving income from employment, by age, October 2014

Most have more than one type of income

Figure 27: Repertoire analysis of types of income currently being received, October 2014

Non-pensions savings could become more important income sources

Sources of Financial Advice

Key points

Free guidance providers have made almost no impact

Figure 28: Sources of financial advice used for retirement planning, October 2014

A third use financial advisers...

...but more than half get no advice

Cost is the main barrier to adviser use

Figure 29: Use of/expected use of financial advisers^ for retirement planning, by gross annual household income, October 2014

Phased retirees are the most likely to get advice

Figure 30: Use of/expected use of financial advisers* for retirement planning, by lifestage, by type of income currently being received, October 2014

Expected Retirement Income

Key points

Three in 10 over-45s do not know what income to expect in retirement

Figure 31: Expected gross annual household income in retirement, October 2014

Consumers expect their income to fall in retirement

Figure 32: Current gross household income, vs expected gross annual household income in retirement, October 2014

Non-Retirees' Attitudes towards Retirement

Key points

Many are aware that state support for old age is waning

Figure 33: Non-retirees' attitudes towards retirement, October 2014

People can be persuaded to use free guidance

17% are relying on sale of assets to fund retirement...

...while only 12% are making plans for long-term care

Figure 34: Agreement with the statement "I'm already starting to plan for how I'd potentially pay for long-term care", by type of pensions saving product held, October 2014

Retirees' Attitudes towards Retirement

Key points

BUY THIS REPORT NOW

VISIT: store.mintel.com CALL: EMEA +44 (0) 20 7606 4533 | Brazil 0800 095 9094 Americas +1 (312) 943 5250 | APAC +61 (0) 2 8284 8100 EMALL: reports@mintel.com



Report Price: £1750.00 | \$2834.04 | €2223.04

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.

Leaving an inheritance is the biggest concern for retirees... Figure 35: Retirees' attitudes towards retirement, October 2014

...while 31% of retirees are worried about paying for their long-term care

A quarter feel let down by low savings rates

A tenth regret not planning more for their future

Figure 36: Agreement with the statement "I regret not having done more to plan for my retirement", by socio-economic status, October 2014

BUY THIS REPORT NOW

VI SIT: store.mintel.com CALL: EMEA +44 (0) 20 7606 4533 | Brazil 0800 095 9094 Americas +1 (312) 943 5250 | APAC +61 (0) 2 8284 8100 EMALL: reports@mintel.com