

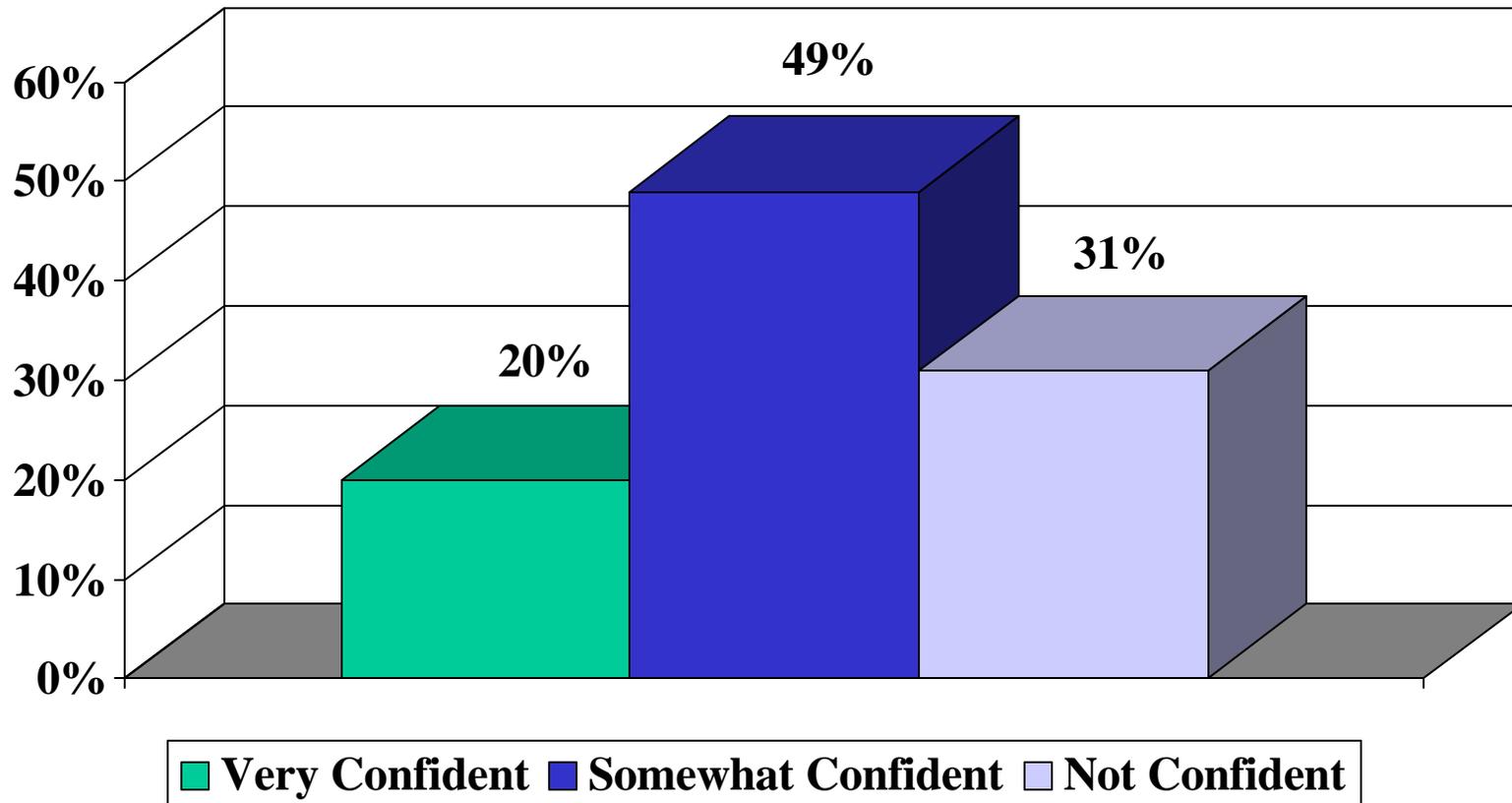
1999 Women's Retirement Confidence Survey

Ruth Helman, Mathew Greenwald & Associates
Pamela Ostuw, Employee Benefit Research Institute

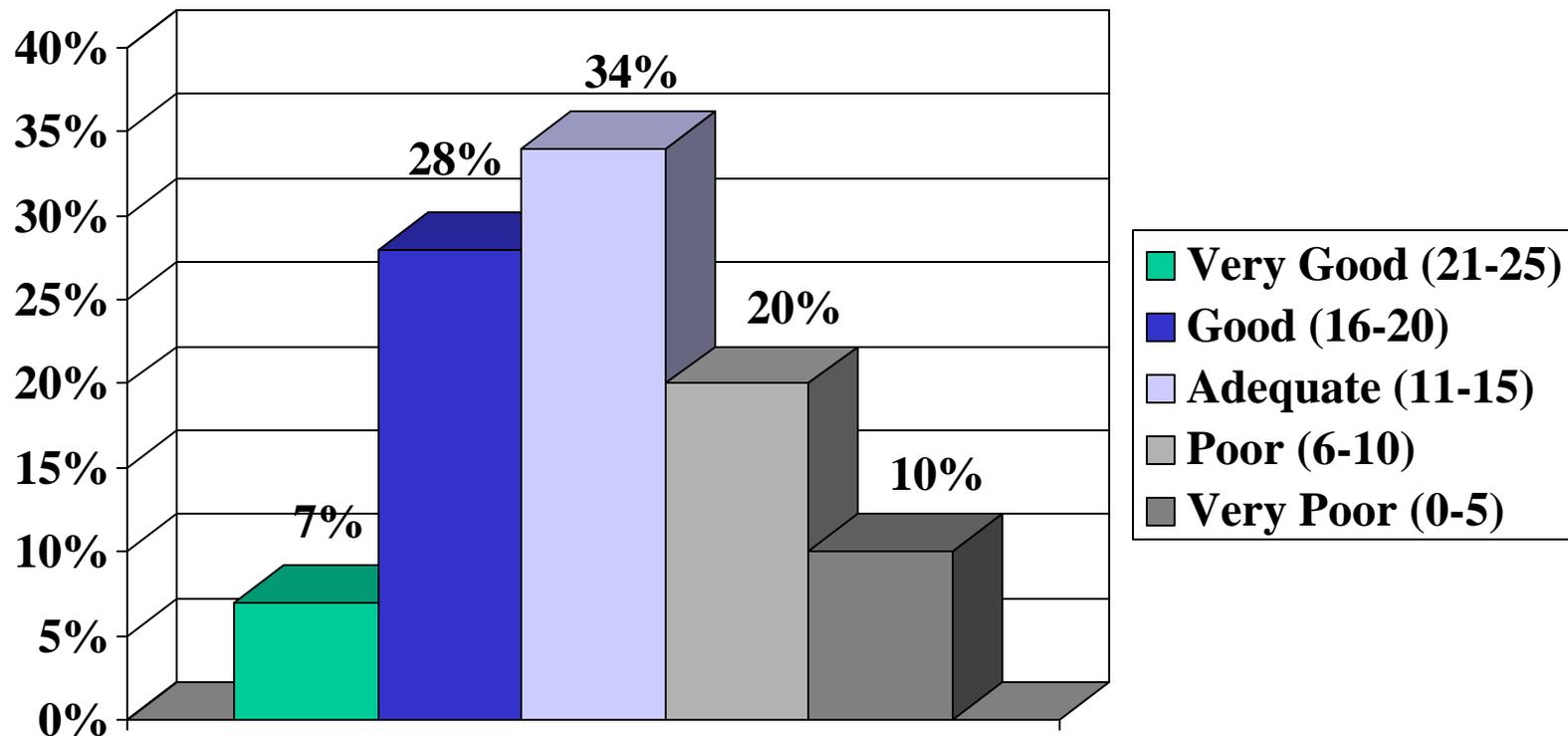
ASEC Partners' Meeting, Nov. 17, 1999



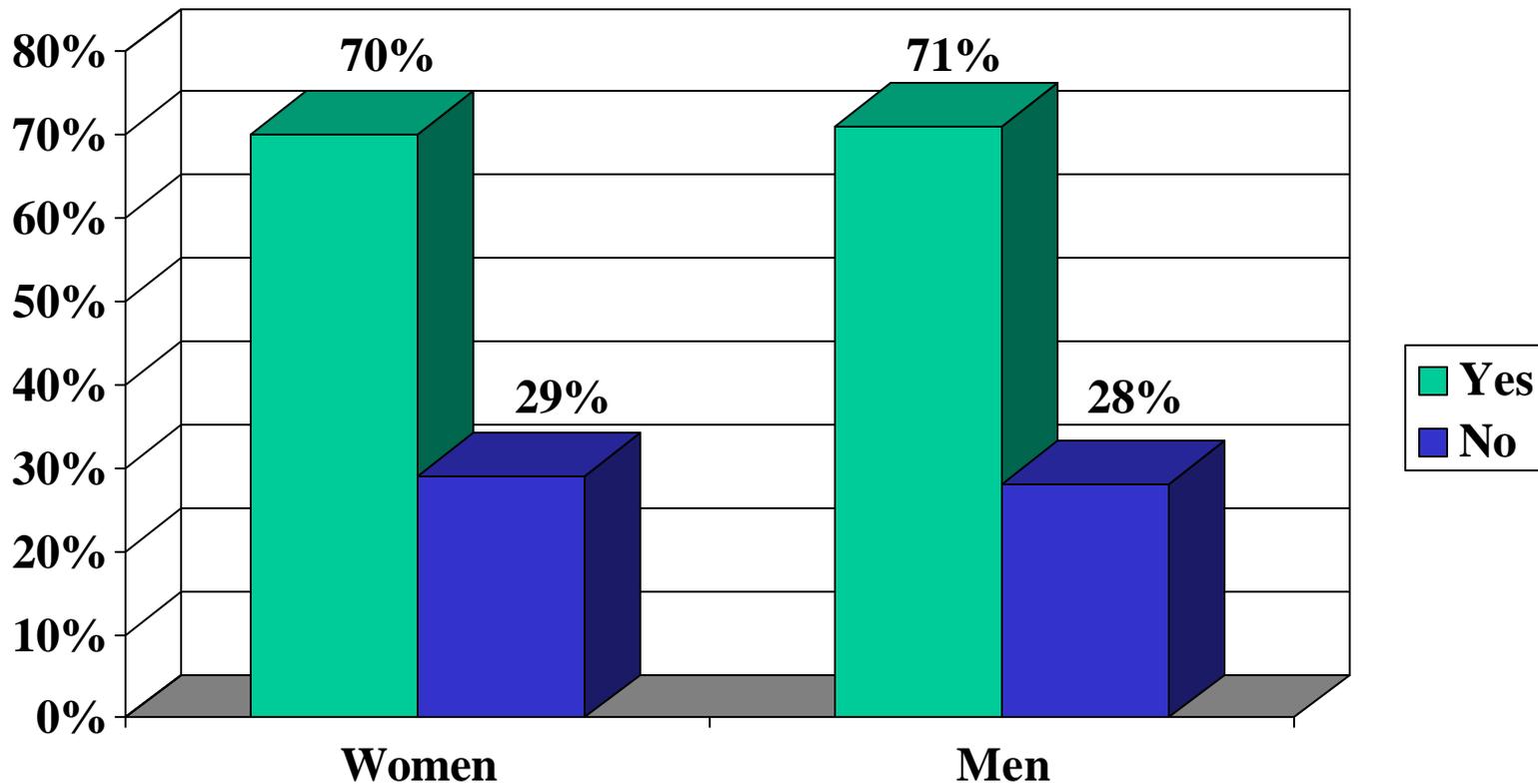
Working-Age Women's Overall Confidence in Retirement Income Prospects



Retirement Readiness Rating Among Working-Age Women



Saving Money for Retirement Among Women and Men



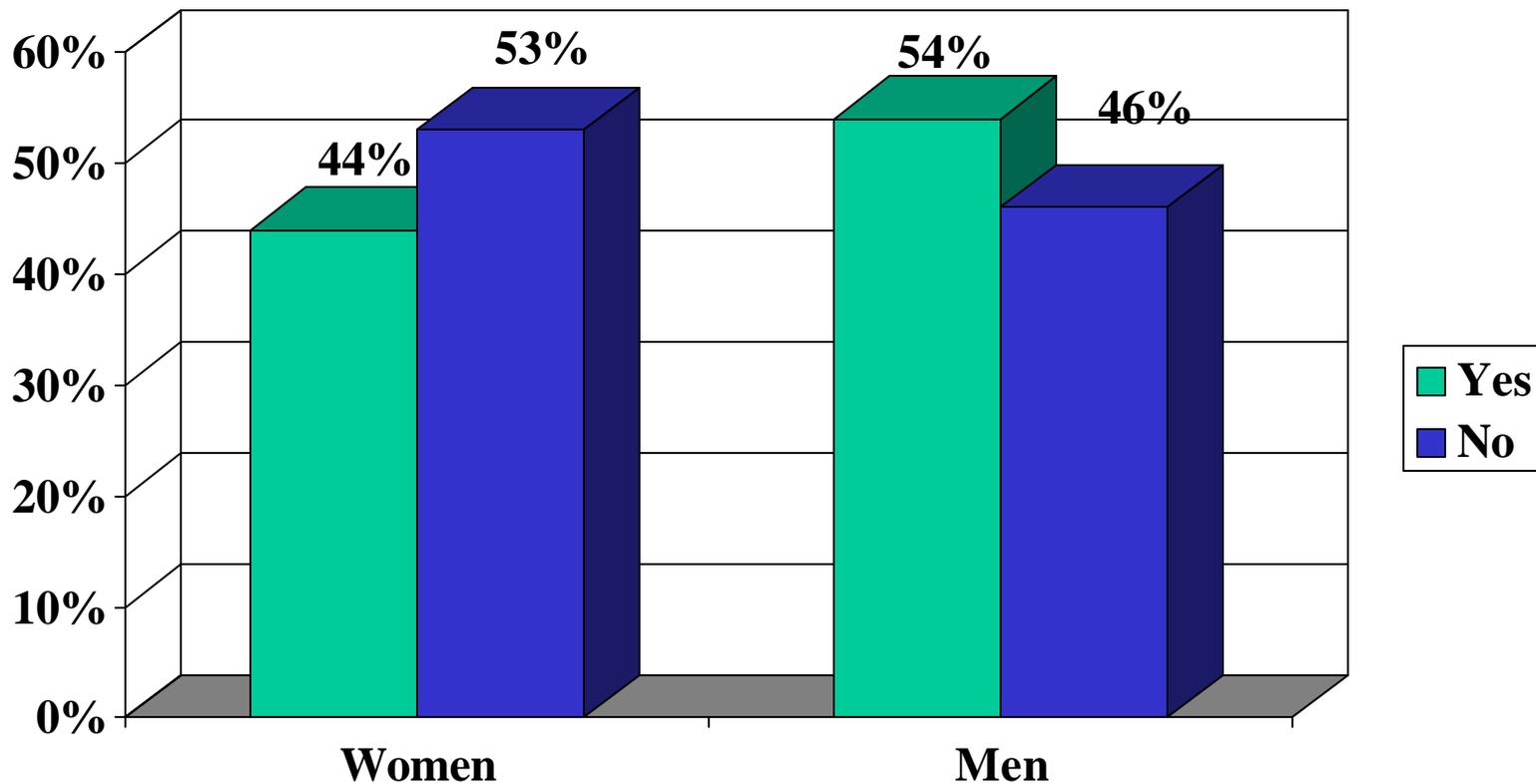
Attitudes About Finances and Buying Habits

- I always research and plan for a big purchase (81% of women say this describes them very well or well).
- I am disciplined at saving (68% of women).
- I enjoy financial planning (58% of women).
- Just when I think I have a handle on my finances, something sets me back (50% of women).
- I pay off my credit cards each month (49% of women).
- **I frequently spend money when I don't plan to (37% of women).**
- **I am not willing to take any financial risks, no matter what the gain (34% of women).**
- **I am willing to take substantial financial risk for substantial gain (27% of women).**

Attitudes About Saving and Planning

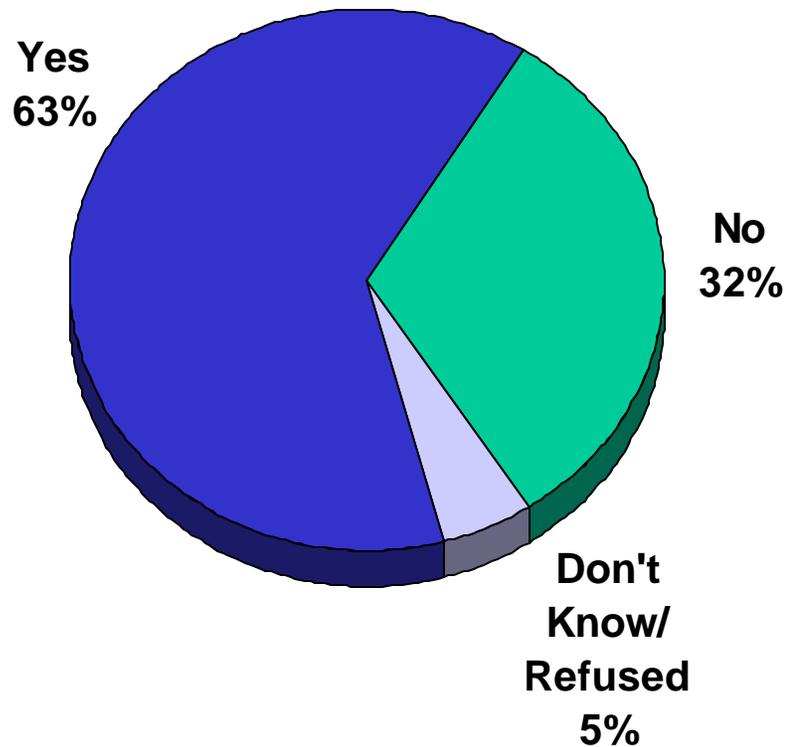
- I think anyone can have a comfortable retirement, if they just plan and save (69% of women say this describes them very well or well).
- **I am more of a saver than an investor (57% of women).**
- If I just save some money each month, I will be fine in my retirement (37% of women).
- I feel it is pointless to plan for retirement because it is too far away to know what I will need (14% of women).
- I think preparing for retirement takes too much time and effort (10% of women).

Retirement Needs Calculation Among Women and Men

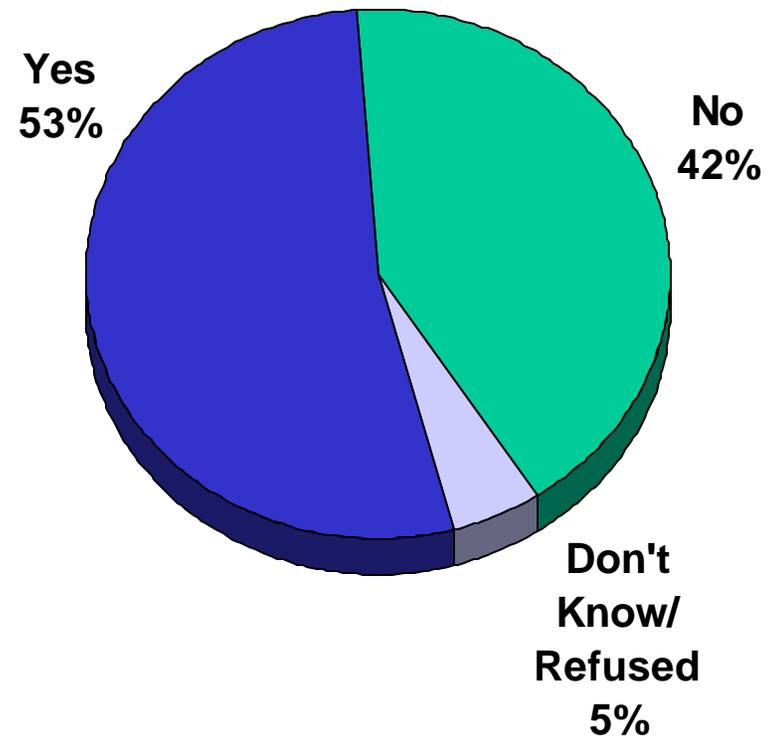


Could You Save \$20 More Per Week for Retirement?

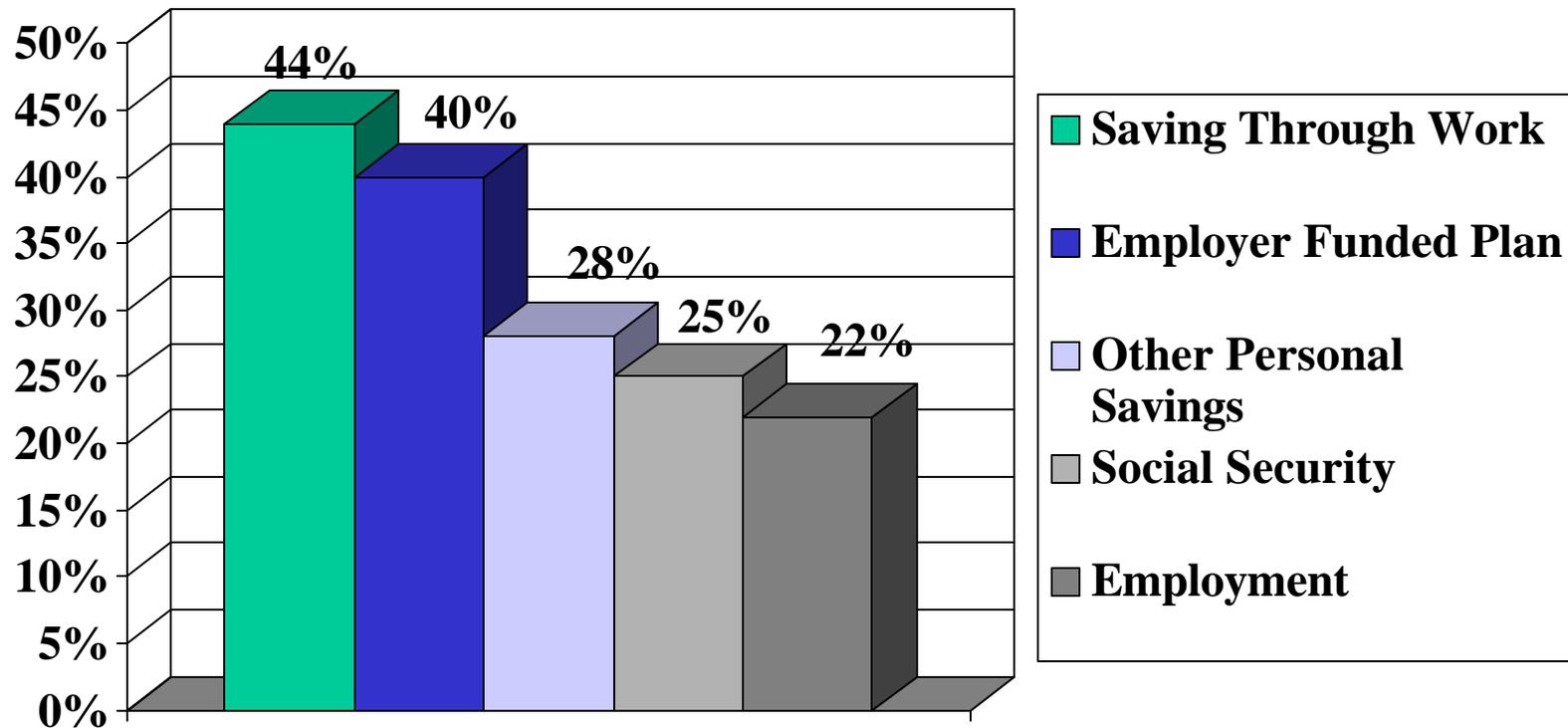
Among Working-Age Women Who Have Saved for Retirement



Among Working-Age Women Who Have Not Saved for Retirement



Expected Major Sources of Retirement Income Among Working-Age Women



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