Canadian Payroll Association

2012 National Payroll Week Survey Employee Survey

Summary

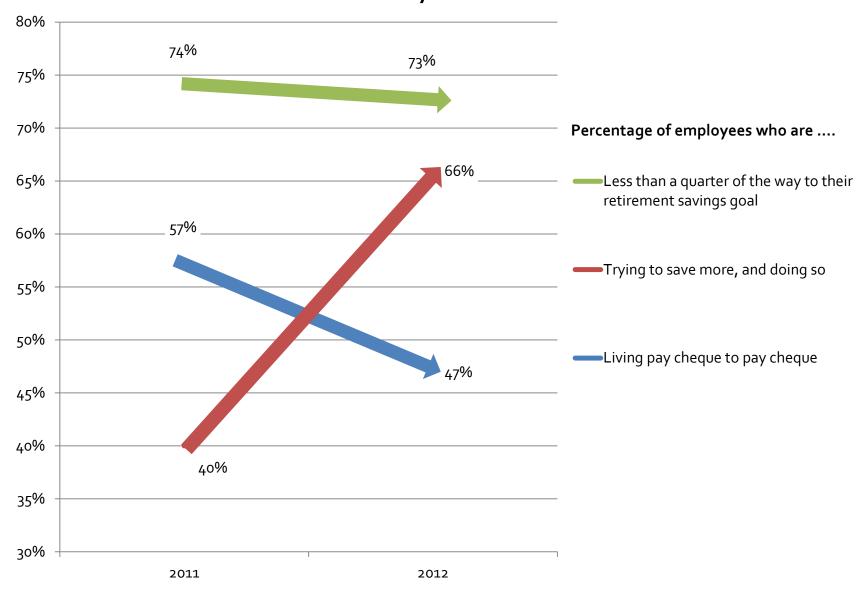
Prepared by Framework Partners Inc.

August, 2012



Framework

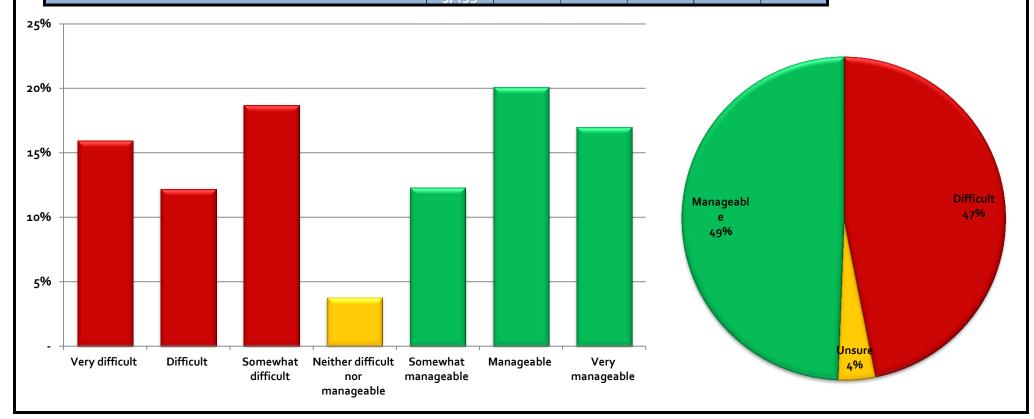
Survey of Canadian Employees Canadian Payroll Association



If your pay cheque (i.e., payment of salary or wages) was delayed for a week, how difficult would it be to meet your current financial obligations? (Please check only one.)

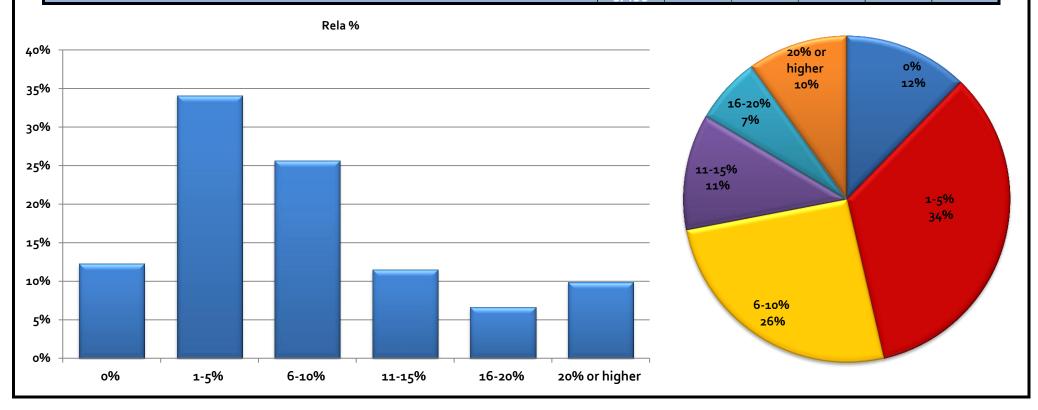
| Response | Count | Abs % | Rela % | Cumu % | Rank | |
|------------------------------------|-------|-------|--------|--------|------|--|
| Very difficult | 535 | 15% | 16% | 16% | 4 | |
| 2 Difficult | 409 | 12% | 12% | 28% | 6 | |
| 3 Somewhat difficult | 627 | 18% | 19% | 47% | 2 | |
| 4 Neither difficult nor manageable | 126 | 4% | 4% | 51% | 7 | |
| 5 Somewhat manageable | 412 | 12% | 12% | 63% | 5 | |
| 6 Manageable | 674 | 19% | 20% | 83% | 1 | |
| 7 Very manageable | 570 | 16% | 17% | 100% | 3 | |
| 8 Not able to assess / NA | 33 | 1% | | | | |
| No Response | 113 | 3% | | | | |
| Total | 3,499 | 100% | 100% | 100% | | |

| Selected | l Statistics |
|----------|--------------|
| Central | Tendency |
| Mean | 4.1 |
| Median | 4 |
| Mode | 6 |
| Disp | ersion |
| Std Dev | 2.14 |
| Perfo | rmance |
| Score | 48% |
| Top Two | 28% |



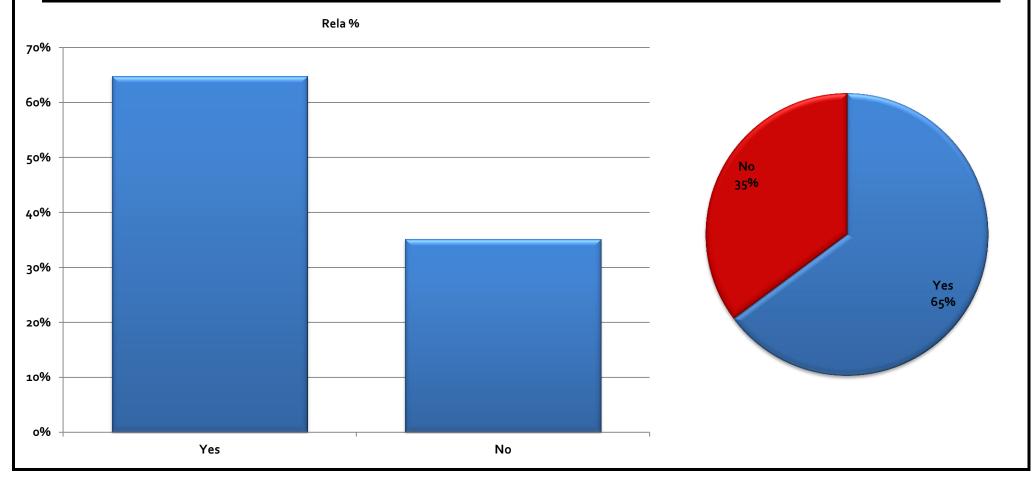
On average, what percentage of your pay cheque do you put toward savings? (Please check only one.)

| Response | Count | Abs % | Rela % | Cumu % | Rank | |
|---------------------------------|-------|-------|--------|--------|------|--|
| 1 0% | 353 | 10% | 12% | 12% | 3 | |
| 2 1-5% | 981 | 28% | 34% | 46% | 1 | |
| 3 6-10% | 737 | 21% | 26% | 72% | 2 | |
| 4 11-15% | 330 | 9% | 11% | 83% | 4 | |
| 5 16-20% | 191 | 5% | 7% | 90% | 6 | |
| 6 20% or higher | 285 | 8% | 10% | 100% | 5 | |
| 7 I prefer not to respond | 306 | 9% | | | | |
| 8 I don't know / not applicable | 131 | 4% | | | | |
| No Response | 185 | 5% | | | | |
| Total | 3,499 | 100% | 100% | 100% | | |



Are you trying to save more now than a year ago? (Please check only one.)

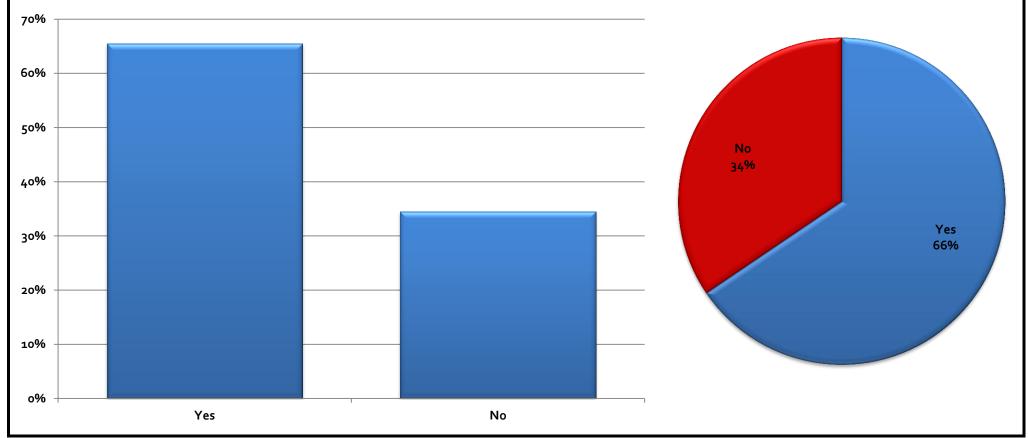
| Response | Count | Abs % | Rela % | Cumu % | Rank | |
|---------------------------------|-------|-------|--------|--------|------|--|
| 1 Yes | 2,009 | 57% | 65% | 65% | 1 | |
| 2 No | 1,091 | 31% | 35% | 100% | 2 | |
| 3 I don't know / not applicable | 120 | 3% | | | | |
| 4 Other (please specify): | 93 | 3% | | | | |
| No Response | 186 | 5% | | | | |
| Total | 3,499 | 100% | 100% | 100% | | |



You have indicated that you are trying to save more now than a year ago. Have you been able to save more money than a year ago? (Please check only one.)

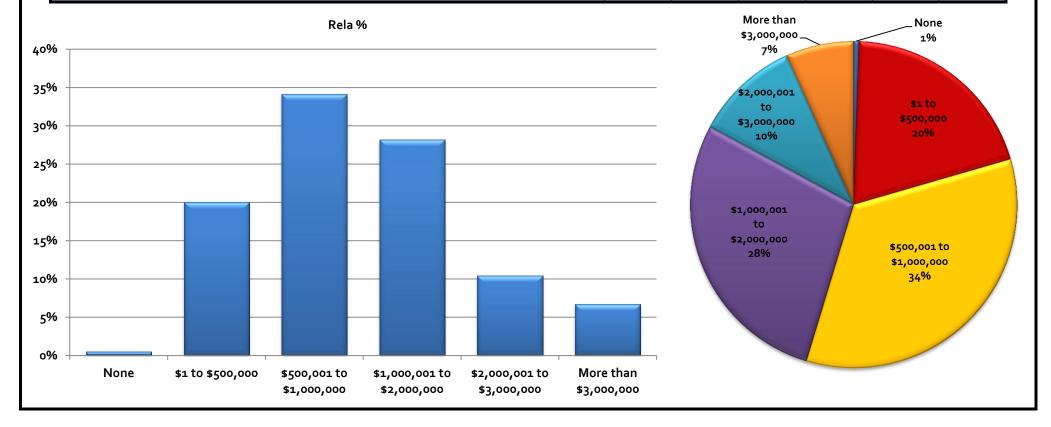
| Response | Count | Abs % | Rela % | Cumu % | Rank | |
|---------------------------------|-------|-------|--------|--------|------|--|
| 1 Yes | 1,228 | 61% | 66% | 66% | 1 | |
| 2 No | 646 | 32% | 34% | 100% | 2 | |
| 3 I don't know / not applicable | 74 | 4% | | | | |
| 4 Other (please specify): | 61 | 3% | | | | |
| No Response | 0 | ο% | | | | |
| Total | 2,009 | 100% | 100% | 100% | | |





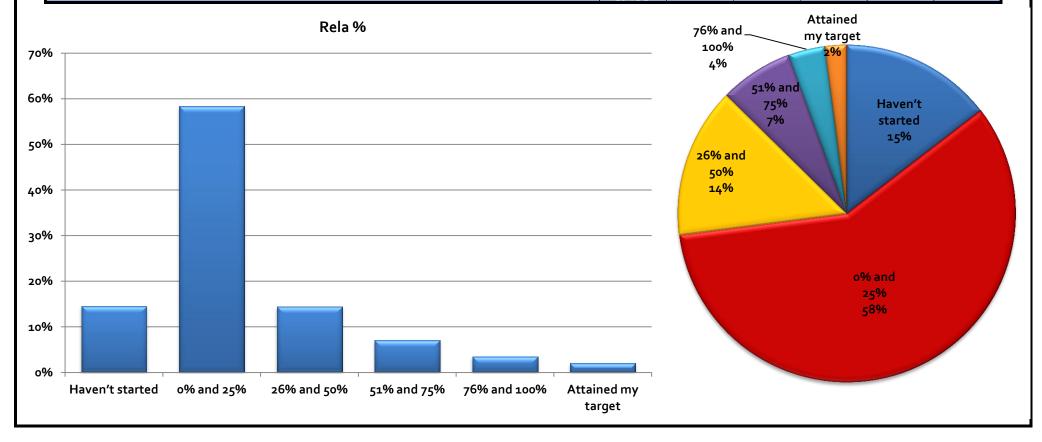
How much money do you think you'll need to retire comfortably? (Please check only one.)

| Response | Count | Abs % | Rela % | Cumu % | Rank | |
|-------------------------------------|-------|-------|--------|--------|------|--|
| 1 None | 14 | ο% | 1% | 1% | 6 | |
| 2 \$1 to \$500,000 | 540 | 15% | 20% | 21% | 3 | |
| 3 \$500,001 to \$1,000,000 | 923 | 26% | 34% | 55% | 1 | |
| 4 \$1,000,001 to \$2,000,000 | 762 | 22% | 28% | 83% | 2 | |
| 5 \$2,000,001 to \$3,000,000 | 281 | 8% | 10% | 93% | 4 | |
| 6 More than \$3,000,000 | 181 | 5% | 7% | 100% | 5 | |
| 7 I don't know / not applicable | 604 | 17% | | | | |
| No Response | 194 | 6% | | | | |
| Total | 3,499 | 100% | 100% | 100% | | |



Which of the following statements best describes how close you are to your target retirement savings? (Please check only one.)

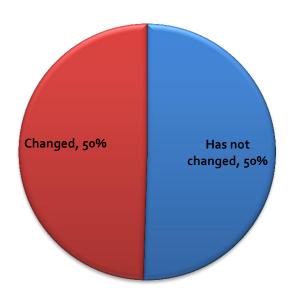
| Response | Count | Abs % | Rela % | Cumu % | Rank | |
|---|-------|-------|--------|--------|------|--|
| 1 I haven't started saving yet | 480 | 14% | 15% | 15% | 2 | |
| 2 I have saved between o% and 25% of my retirement target | 1,926 | 55% | 58% | 73% | 1 | |
| 3 I have saved between 26% and 50% of my retirement target | 474 | 14% | 14% | 87% | 3 | |
| 4 I have saved between 51% and 75% of my retirement target | 233 | 7% | 7% | 94% | 4 | |
| 5 I have saved between 76% and 100% of my retirement target | 116 | 3% | 4% | 98% | 5 | |
| 6 I have attained my target and I am able to retire | 68 | 2% | 2% | 100% | 6 | |
| No Response | 202 | 6% | | | | |
| Total | 3,499 | 100% | 100% | 100% | | |



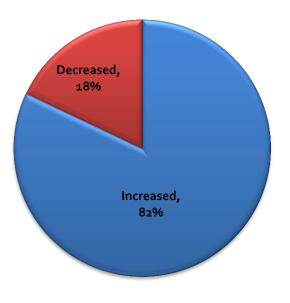
Retirement Date, change from today's planned retirement date to what the planned retirement date was five years ago.

| Res | ponse | Num | | |
|-----|---|------|-------|--|
| 1 | Does the respondent have a retirement date | 1206 | | |
| 2 | Number for whom it has it has not changed in the past years | 607 | 50% | |
| 3 | Number for whom it has it changed in the past years | 596 | 50% | |
| 4 | If so, number for whom it increased | 489 | 82% | |
| 5 | If so, number for whom it decreased | 107 | 18% | |
| 6 | Average increase | 5.0 | years | |
| 7 | Average decrease | -5.7 | years | |
| 7 | Overall average change | 1.5 | | |
| 8 | Non zero average change | 3.1 | | |
| No | Response | | | |
| Tot | al | | | |

Has the target retirement age changed in the past five years?

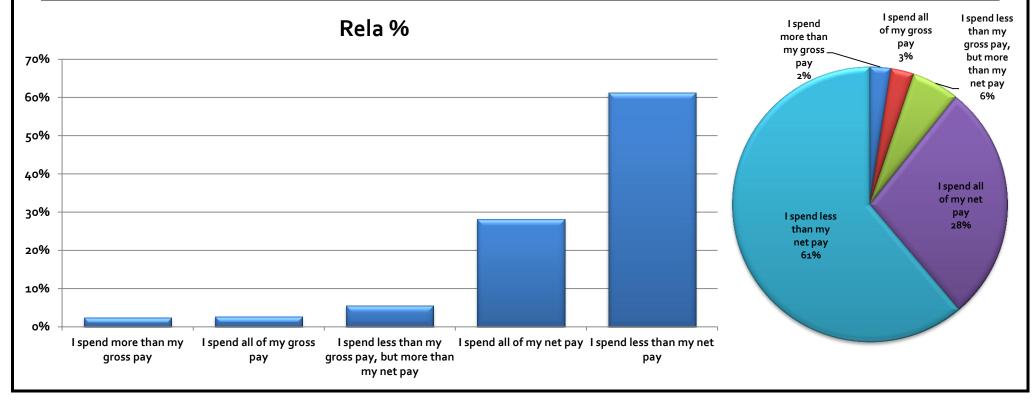


If so, has it increased or decreased?



In a typical or average pay period, which of the following tends to be true for you? (Please check all that apply.)

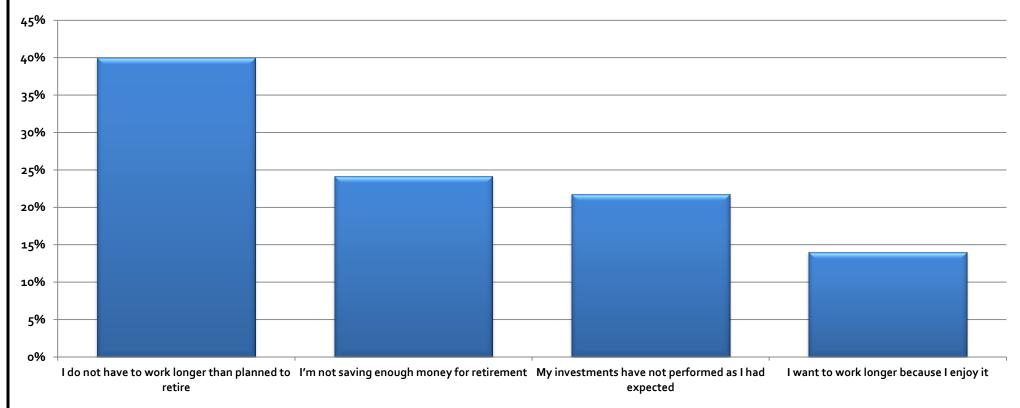
| Response | Count | Abs % | Rela % | Cumu % | Rank | |
|--|-------|-------|--------|--------|------|--|
| 1 I spend more than my gross pay | 74 | 2% | 2% | 2% | 5 | |
| 2 I spend all of my gross pay | 82 | 2% | 3% | 5% | 4 | |
| 3 I spend less than my gross pay, but more than my net pay | 169 | 5% | 6% | 11% | 3 | |
| 4 I spend all of my net pay | 852 | 24% | 28% | 39% | 2 | |
| 5 I spend less than my net pay | 1,856 | 53% | 61% | 100% | 1 | |
| 6 Other (please specify): | 62 | 2% | | | | |
| 7 I don't know / not applicable | 162 | 5% | | | | |
| No Response | 289 | 8% | | | | |
| Total | 3,499 | | 100% | 100% | | |



What is the primary reason that you are now going to have to work longer before retirement than you planned a few years ago? (Please check all that apply.)

| Response | Count | Abs % | Rela % | Cumu % | Rank | |
|---|-------|-------|--------|--------|------|--|
| I do not have to work longer than planned to retire | 738 | 39% | 40% | 40% | 1 | |
| 2 I'm not saving enough money for retirement | 446 | 24% | 24% | 64% | 2 | |
| 3 My investments have not performed as I had expected | 401 | 21% | 22% | 86% | 3 | |
| 4 I want to work longer because I enjoy it | 258 | 14% | 14% | 100% | 4 | |
| 5 Other (please specify): | 232 | 12% | | | | |
| No Response | 28 | 1% | | | | |
| Total | 1,876 | | 100% | 100% | | |

Rela %

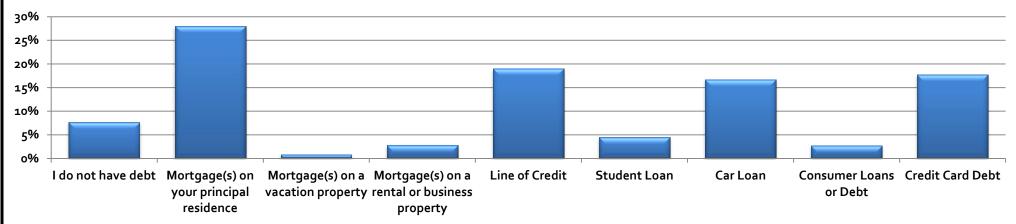


DEBT

What type of debt do you currently have? (Please check all that apply.)

| Response | Count | Abs % | Rela % | Cumu % | Rank | |
|--|-------|-------|--------|--------|------|--|
| 1 I do not have debt | 468 | 13% | 8% | 8% | 5 | |
| 2 Mortgage(s) on your principal residence | 1,699 | 49% | 28% | 36% | 1 | |
| 3 Mortgage(s) on a vacation property | 52 | 1% | 1% | 37% | 9 | |
| 4 Mortgage(s) on a rental or business property | 171 | 5% | 3% | 39% | 7 | |
| 5 Line of Credit | 1,152 | 33% | 19% | 58% | 2 | |
| 6 Student Loan | 271 | 8% | 4% | 63% | 6 | |
| 7 Car Loan | 1,014 | 29% | 17% | 80% | 4 | |
| 8 Consumer Loans or Debt | 166 | 5% | 3% | 82% | 8 | |
| g Credit Card Debt | 1,077 | 31% | 18% | 100% | 3 | |
| 10 prefer not to respond | 189 | 5% | | | | |
| 11 Other Debt (Please identify) | 57 | 2% | | | | |
| No Response | 231 | 7% | | | | |
| Total | 3,499 | | 100% | 100% | | |



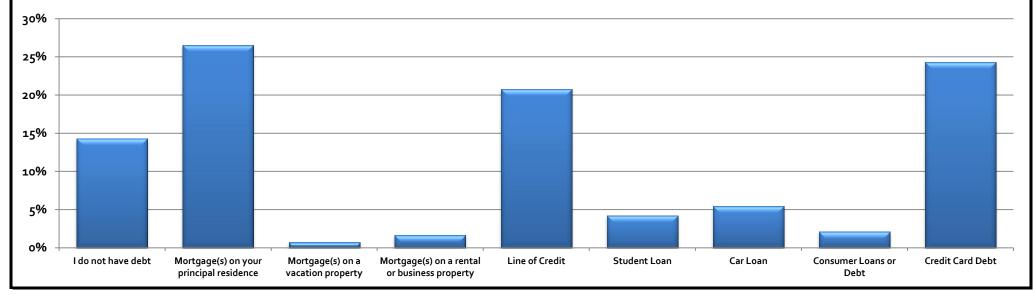


DEBT

Which type of debt do you find to be the most difficult to pay down? (Please check all that apply.)

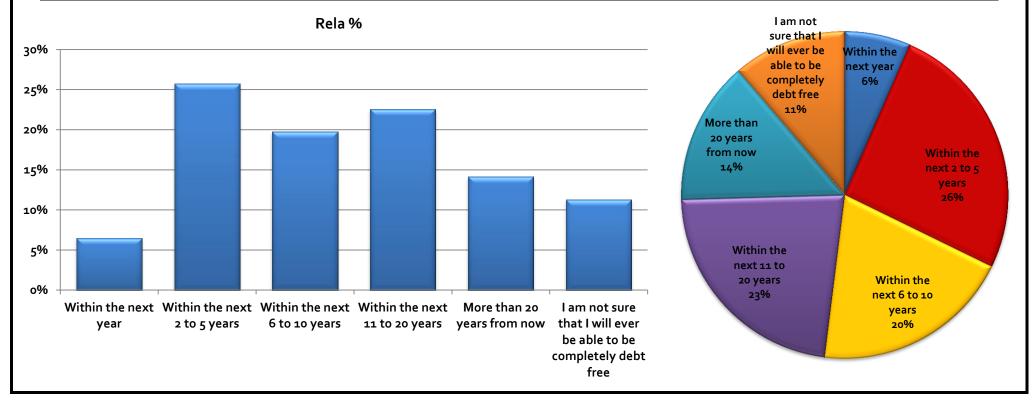
| Response | Count | Abs % | Rela % | Cumu % | Rank | |
|--|-------|-------|--------|--------|------|--|
| 1 I do not have debt | 473 | 14% | 14% | 14% | 4 | |
| Mortgage(s) on your principal residence | 879 | 25% | 27% | 41% | 1 | |
| 3 Mortgage(s) on a vacation property | 24 | 1% | 1% | 42% | 9 | |
| 4 Mortgage(s) on a rental or business property | 55 | 2% | 2% | 43% | 8 | |
| 5 Line of Credit | 687 | 20% | 21% | 64% | 3 | |
| 6 Student Loan | 140 | 4% | 4% | 68% | 6 | |
| 7 Car Loan | 180 | 5% | 5% | 74% | 5 | |
| 8 Consumer Loans or Debt | 69 | 2% | 2% | 76% | 7 | |
| 9 Credit Card Debt | 805 | 23% | 24% | 100% | 2 | |
| 10 prefer not to respond | 343 | 10% | | | | |
| 11 Other Debt (Please identify) | 135 | 4% | | | | |
| No Response | 238 | 7% | | | | |
| Total | 3,499 | | 100% | 100% | | |





How soon do you think that you will be completely debt free? (Please check only one.)

| Response | Count | Abs % | Rela % | Cumu % | Rank | |
|---|-------|-------|--------|--------|------|--|
| Within the next year | 166 | 6% | 7% | 7% | 6 | |
| 2 Within the next 2 to 5 years | 656 | 24% | 26% | 32% | 1 | |
| 3 Within the next 6 to 10 years | 504 | 18% | 20% | 52% | 3 | |
| 4 Within the next 11 to 20 years | 576 | 21% | 23% | 75% | 2 | |
| 5 More than 20 years from now | 361 | 13% | 14% | 89% | 4 | |
| 6 I am not sure that I will ever be able to be completely debt free | 288 | 10% | 11% | 100% | 5 | |
| 7 I prefer not to respond | 137 | 5% | | | | |
| No Response | 100 | 4% | | | | |
| Total | 2,788 | 100% | 100% | 100% | | |



Provincial / Regional Findings

| Response | Canada | B.C. | Alberta | Saskatchewan | Manitoba | Ontario | Quebec | Maritimes |
|---|--------|------|---------|--------------|----------|---------|--------|-----------|
| Living pay cheque to pay cheque: Percentage of employees in financial difficulty if their pay was delayed by even a week | 47% | 46% | 47% | 46% | 53% | 52% | 33% | 54% |
| Saving More: Percentage of employees trying to save more, and doing so | 66% | 63% | 67% | 68% | 68% | 64% | 71% | 62% |
| Rate of Savings: Percentage of employees saving only 5% or less of their pay | 46% | 45% | 46% | 48% | 52% | 48% | 40% | 54% |
| Reaching retirement goals: Percentage of employees who have saved less than a quarter of their retirement goal | 73% | 74% | 75% | 69% | 67% | 73% | 69% | 79% |
| Debt: Percentage of employees spending at, or in excess of, their net pay | 39% | 41% | 41% | 44% | 48% | 42% | 30% | 47% |