Banks and Insurances in CE





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Money and security

39% of c't readers belong to the core target group for financial investments – 25% of c't readers belong to the core target group insurance.

Comprehensive potential:

308,000 readers think they are well taken care of at 55 years of age, but 380,000 readers consider their efforts to be insufficient – their average age: 36 years.

190,000 readers have not yet decided – they still lack the final impetus to take action in the direction of pension provision.

It is about time.

29% (250,000 readers) show a high willingness to spend on retirement provision, 17% (153,000 readers) for insurance.

Popular in payment transactions:

41% own the Visa Card, 41% own a Mastercard, 13% an American Express, 71% an international credit card.



82% use online banking, 18% are considering a direct bank, 47% are already customers.

The potential for change is there.

Risk aversion type.

26% do not like long terms.

Security is more important to them than profit – say 42% of the readers.



Attractive potential for investments:

Under 40-year-olds (21%) expect a significant improvement in their income in the medium term.

They are in the best age: the decision makers in financial investments.

643,000 readers (73%) decide how to provide for retirement: with financial investments and insurance.

362,000 readers decide on this alone. They are in their prime time: mid-forties.



They are multipliers:

Every 5th person is particularly interested in the topic of private pension provision and is considered an expert in this field.

n focus:

What moves and interests 720,000 readers.

1st place: The topic of **insurances and financial protection against accidents** with 586,000 readers and the topic of **money and capital investments** with 583,000 readers take first place.



Second place occupy private old-age provision and financial security for the future, behind them 68% of the readers. Their monthly HH net income: 4,473 euros.

Third place is taken by equity and investment funds – that interests 46% of the readers. They have **the highest HH net income** in the target group financial investments: **4,971euros per month.**

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Banks

What c't readers already own.

Capital assets:

*average age

Almost 2/3 have a private life insurance, a building society contract or hold overnight money. Every 3rd person has shares, fixed-interest securities (savings bonds, bonds) or a Riester contract.

The index shows the extent to which this target group is pronounced in comparison to the



High HH net income - typical investments:

Open-ended real estate funds _____29,000 readers EFTs (exchange-traded index funds) _____146,000 readers

HH net income Euro 6,030 HH net income Euro 5,161

These investments are well represented above average.

Real estate holdings - Top 3:

1. single family house, 2. house and/or apartment for rent, 3. condominium.

How c't readers will be prepared: Purchase plan investments and real estate

population as a whole. c't readers are far above average in these target groups. Index Under 40 years of age* 53,000 readers Signing a building society contract Building a house 11,000 readers Take out or expand a private life insurance 25.000 readers Over 40 years (40-45)* Buying a house 32,000 readers 116 Buying a condominium 58,000 readers 168 Take out or expand a private life insurance 34.000 readers Over 45 years* 153,000 readers 237 Buy shares, equity funds (not ETFs) Buy gold (bars, coins, ETF) 45,000 readers 129 Buying fixed-interest investments such as savings contracts, 48,000 readers 216 bonds, pension funds Buying ETF (exchange-traded index funds) 96,000 readers 240 18,000 readers Taking out a mortgage 162

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Insurances

How important are insurance policies to c't-readers?

Household insurance	644,000 readers
Private liability insurance (excluding motor vehicles)	617,000 readers
Fully comprehensive insurance (motor vehicle)	416,000 readers
Traffic legal expenses insurance (only motor vehicles)	329,000 readers
Private accident insurance	337,000 readers
Family legal expenses insurance	326,000 readers
Insurance against occupational disability, disability	284,000 readers
Private pension insurance	271,000 readers
Company pension, entitlement to a company	298,000 readers
Long-term nursing care insurance	188,000 readers



Purchase plan Insurance in general How strongly the target group is represented in comparison to the population/total population shows the index.

Example: The target group of readers under 40 years who want to take out private pension insurance is 249% more strongly represented in the c't readership than in the population as a whole. In other words – the Index 249 is – well above average – the 2.49 – fold share!



Index

Under 40 years*		
Taking out or expanding a private liability insurance	57,000 readers	204
Take out or expand a private pension insurance	48,000 readers	202
Taking out or expand an insurance against occupational disability, disability	63,000 readers	235
Taking out or expanding private accident insurance	51,000 readers	306
Taking out or expanding legal expenses insurance	57,000 readers	199

Personal health insurance: statutory and private



Purchase plan



*average age Source: AWA 2023

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Topics in focus





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Topics in focus

















