

FIDELITY INVESTMENTS'®

Tenth Annual New Year Financial Resolutions Study

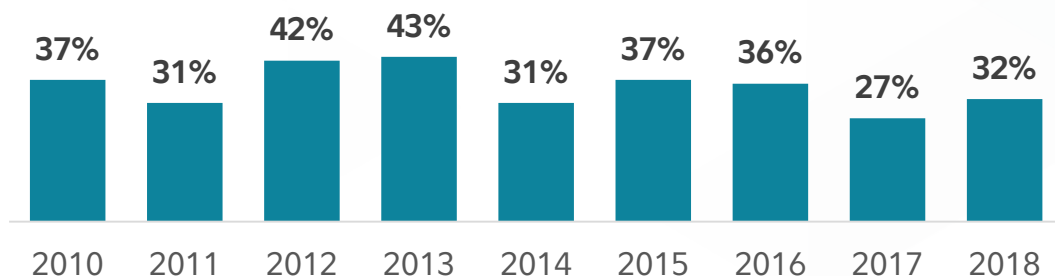
A Few Words about the Study

The Fidelity Investments' *New Year Financial Resolutions Study* was designed to explore whether Americans are committing to make their finances a priority as the new year approaches. This is the tenth year Fidelity has conducted the study.

THIS YEAR'S KEY FINDINGS:

FINANCIAL RESOLUTIONS ARE MAKING A COMEBACK

This year, 32% of respondents indicate they are considering a financial resolution for the year ahead, compared to last year's all-time low of 27%.

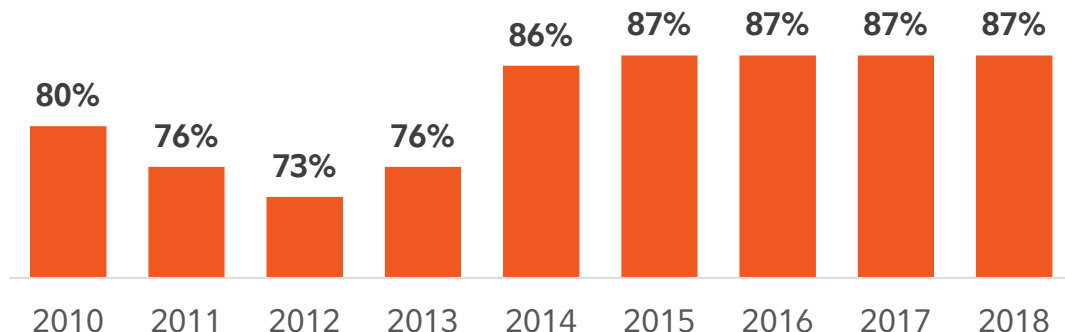


For the tenth consecutive year, the top 3 financial resolutions among Americans considering one are:



NEARLY NINE OUT OF 10 AMERICANS FEEL POSITIVE ABOUT THEIR FINANCIAL SITUATION

For the fourth year in a row, **87% say they are in a similar or better financial situation than last year**, considerably higher than the early part of the decade. Only 10% feel they are in a worse position.



YOUNGER GENERATIONS FEEL BETTER THAN OLDER GENERATIONS:

85% of millennials predict they will be better off financially in 2019, compared to 80% of Generation X and 67% of boomers.



say they are in a better financial situation this year. This is down from 47% last year but significantly higher than 2010 (22%).

THE TOP REASONS PEOPLE FEEL BETTER:

55% report they or someone in the family is saving more money

53% mention creating a financial budget

44% say they or someone in the family received a new job or promotion

44% say they reduced debt

IN ADDITION,

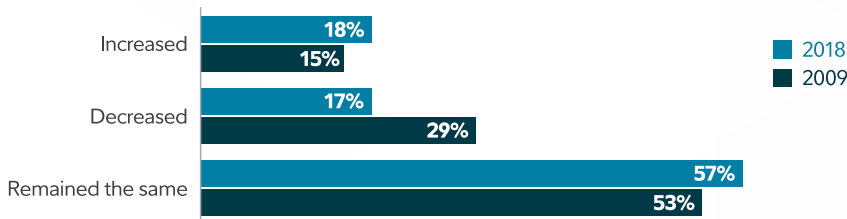


THREE OUT OF FOUR AMERICANS PREDICT THEY'LL BE BETTER OFF FINANCIALLY IN 2019 THAN THEY WERE IN 2018.

This optimism comes despite recent market uncertainty. Speaking of which...

AMERICANS ARE STAYING THE COURSE

When asked if their risk tolerance has increased, decreased, or remained the same after the market rollercoaster ride in 2009, 57% said it remained the same compared to 53% who answered the same question in 2009, demonstrating confidence in staying invested for the long-term.



MANY AMERICANS ARE STICKING WITH THEIR FINANCIAL RESOLUTIONS; MANY MORE COULD ACCOMPLISH THIS BY AVOIDING COMMON PITFALLS

When presented with the option of sticking to a budget or sticking to a diet, 65% of Americans would prefer to stick to a budget, with only 30% preferring to stick to a diet.

Looking at those Americans who were unable to stick with their financial resolution, the number one reason (58%) involved unexpected expenses, such as unemployment or health care costs.

Slightly more people think it's easier to stick with financial resolutions over other popular resolutions such as exercising more or quitting smoking, now versus 2009 (32% versus 30%).



of Americans had a financial resolution for 2018 and 74% of them stuck with it.

Of those who were successful at keeping their financial resolution, 54% also said they were in a better financial situation than last year, compared to 28% of those who didn't. And, 43% said they were less in debt, compared to 19% who didn't make as much progress.

Those making financial resolutions may have more success by avoiding common mistakes.

58% confessed to making at least one of these financial mistakes in 2018:



28%
Dined out too much



18%
Neglected to return or exchange unwanted purchases



18%
Paid too much in fees like ATM, financial account or transaction fees, credit cards, or late payments



19%
Splurged on something they couldn't really afford



18%
Continued to pay for unused subscriptions, like apps, subscription retail boxes, or streaming media services



5%
Took a vacation they couldn't really afford

TOP FINANCIAL CONCERNS GOING INTO 2019



50% UNEXPECTED EXPENSES.

This was also the top concern last year at 57%.



47% RISING HEALTH CARE COSTS.

A decrease from 53% last year.



43% FEARS RELATED TO THE ECONOMY.

A decrease from 50% going into 2018.

AMERICANS SHIFT SAVINGS TOWARD LONG-TERM OBJECTIVES

Among those who plan to save more money next year, 66% plan to save for long-term goals such as retirement, college, health care, and long-term care, while 29% plan to save for short-term goals. **This is an all-time high since the question was first asked in 2010.**

	2010	2011	2012	2013	2014	2015	2016	2017	2018
Long-term	59	62	65	53	57	63	62	54	66
Short-term	31	34	29	39	37	32	32	38	29



48% plan to increase their retirement savings by 1% or more of their salary in 2019

A similar amount of millennials (59%) and Generation X (62%) plan to increase their retirement savings, even though many Gen X-ers are nearing retirement.



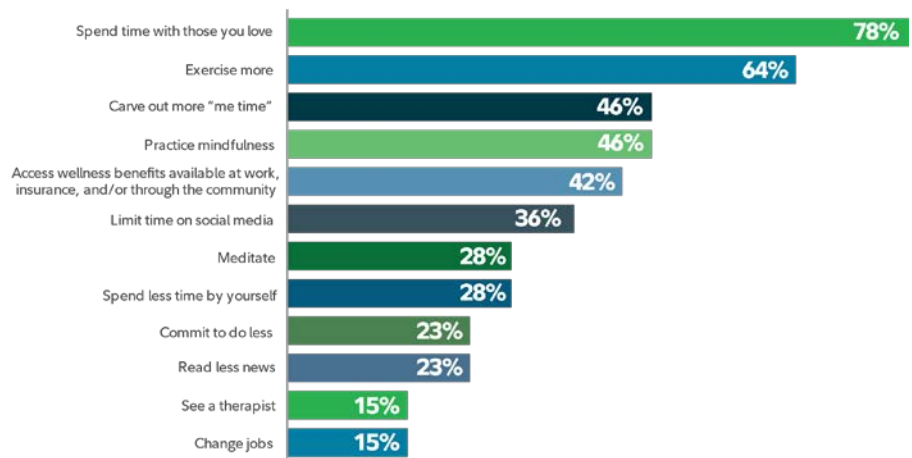
Among those Americans who identified saving more money as one of their top resolutions, **the median amount they thought they could save more monthly was \$200.**

AMERICANS UNDERSTAND MONEY ISN'T EVERYTHING

Over the last ten years, more people said they made the most progress with their **financial health (39%) over emotional health (28%) and physical health (23%)**. More would prefer to work through financial stress with a financial advisor (49%) rather than working through emotional stress with a therapist (36%).

Looking ahead to 2019, the survey asked respondents if they were considering trying a variety of self-care activities. 94% of Americans said they plan to tackle at least one. 78% plan to spend time with those they love and close to two-thirds (64%) say they will exercise more. The next most popular activities: practicing mindfulness and carving out "me time" (46% each).

What are you trying to do for yourself in 2019?



METHODOLOGY

This study presents the findings of a telephone survey conducted among two national probability samples, consisting of 2,005 adults, 18 years of age and older. Interviewing for this CARAVAN® Survey was completed on October 4-7 and 11-14, 2018 by Engine Insights, which is not affiliated with Fidelity Investments. The results of this survey may not be representative of all adults meeting the same criteria as those surveyed for this study.

Margin of error for the sample of 2,005 is +/- 2.19% at the 95% confidence level. Smaller subgroups will have larger error margins.

KEY DEMOGRAPHICS OF SAMPLE

Male	48%
Female	52%
Average Age	47
Average HH Income	\$63,000
Employed	57%
Not Employed	9%
Retired	20%
Homemaker	4%
Student	5%
Refused	6%

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