



**OICU-IO스코**

**IFIE/IO스코 conference**

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**Senior Investor Vulnerability**

A stylized world map in shades of blue and white, showing the continents. The map is positioned at the bottom of the slide, serving as a background for the speaker's name and affiliation.

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## Context – the ageing world

- Between 2015 and 2050, the proportion of the world's population aged 60 years or older will nearly double from 12 percent to 22 percent.
- Today, 125 million people are aged 80 years or older. By 2050, almost the same number of people (120 million) will live in China alone, and 434 million people will belong to this age group worldwide.
- In 2050, according to WHO estimates 80 percent of older people will live in low- and middle-income countries.

## Key findings

- Seniors are at a higher risk than other investors of losing money to fraud or of being misled by others.
- Biggest risks to senior investors are unsuitable investments, financial fraud and their diminished cognitive capability which affects their financial decision-making
- Complex products, deficient financial literacy, and social isolation pose additional risks to senior investors.

# Best practice for regulators

- Deliver educational programs and resources targeting senior investors;
- Foster the development of senior-focused expertise within existing regulatory, educational or advisory programs;
- Conduct research projects aimed at better understating the risks and issues facing senior investors and to better understand the incidence and mechanics of investment fraud impacting seniors in their jurisdictions; and
- Develop guidelines for personnel reviewing transactions conducted with senior investors.

## **Best practice for Financial Services providers**

- Support for senior investors experiencing a life event during the product lifecycle; and
- Training and support for employees of financial services firms.