

Compare your Savings habits with your European neighbours

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Myriad studies are published in the press every month, but sometimes, some catch the eye more than others.

This is the case of the **ING International Survey on Savings** which is highly recommended reading.

This major survey on **Savings habits** was completed by **18,348 people in 19 countries**. Among the respondents, 1,008 are Luxembourg residents. For the first time, we can thus compare the habits of our residents with the rest of Europe, and even some countries further afield, such as China or Australia.

This study is very comprehensive and you can read it entirety by following this link:

http://www.ezonomics.com/ing_international_survey/savings/

I would nonetheless like to **share 3 conclusions with you that attracted my attention**:

In Luxembourg, customers trust their bank



I trust my bank to help me make a major financial decision

All banks are sensitive to the trust placed in them by their customers. Trust is the very basis of a banking relationship. At ING Luxembourg, winning and maintaining this trust is the daily concern of all employees. You can thus easily understand why I was particularly happy to discover in this study that **45% of Luxembourg residents trust their banks to help them in major financial decisions, while the European average stands at just 26%**!

It is up to us, the bankers of Luxembourg, to continue to offer reliable, transparent products to improve this already high score.

Luxembourg, a specific real estate market

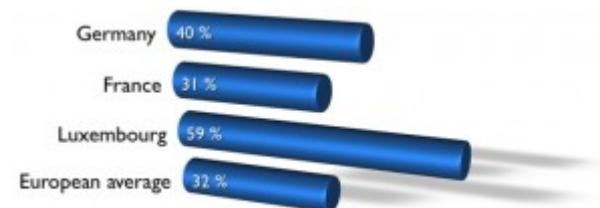


Housing is the largest regular monthly spending item (35-44 years old)

Finding accommodation is a basic need. This may seem obvious but it is not always straightforward accessing it easily. This holds true to an even greater extent in a real estate market like Luxembourg's. According to this study, **for those aged 35-44, 47% of European respondents consider that accommodation is their largest cost centre, but this percentage shoots up to 73% for Luxembourg residents!**

Here at ING Luxembourg, we have always paid great attention to the support offered to our customers in their real estate plans. Thanks to a wide range of products and relevant advice, we provide as much support as we can to ensure compatibility between their real estate plans and their other life projects.

Savings that are available fast



I can access at least 1500€ of my savings within one week

It is impossible to talk about this study which is based essentially on savings without touching on the issue of **being able to withdraw EUR 1,500 in one week to deal with an unforeseen cost**. 59% of Luxembourg respondents consider that they can access this facility, while the European average stands at only 32%. This percentage, far higher than the European average, goes to prove that the concept of saving is very present in the minds of Luxembourg residents.

An "emergency savings" nest egg is actually strongly advised, but the amount to save depends on each saver's personal situation. In order to save at your own pace, the best thing to do is still to set up an automatic savings system. And the best time to do it is... now! You can find all the information you need about this easy, painless savings system on www.ing.lu ("Save" heading).

What about you? Which other conclusions have you drawn from this study? Give your opinion using the "comment" function below!

Thank you for reading this message. I hope to see you -very soon to talk about Human Resources and the values we share at ING Luxembourg.

See you soon !

Rik Vandenberghe

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