

# 2019 Greenwich Leaders: Canadian Institutional Investment Management Service

Q1 2020

The 2019 Greenwich Quality Leaders in Canadian Institutional Investment Management Service are Jarislowsky Fraser, Phillips, Hager & North Investment Management, and TD Greystone Asset Management. These asset managers have distinguished themselves from competitors by delivering superior levels of client service that help institutional investors achieve their investment goals and objectives.

---

## Greenwich Quality Leaders – 2019



### Overall Canadian Institutional Investment Management Service Quality

---

#### Investment Manager

Jarislowsky Fraser  
Phillips, Hager & North Investment Management  
TD Greystone Asset Management

---

Note: Based on interviews with 220 institutional investors. Quality leaders are listed in alphabetical order.

Source: Greenwich Associates 2019 Canadian Institutional Investors Study

Consultants *Davis Walmsley* and *Susan Gould* advise our investment management clients in Canada.

---

## METHODOLOGY

Between July and October 2019, Greenwich Associates conducted 220 interviews with senior professionals at the largest tax-exempt funds in Canada, including corporate funds, Canadian subsidiaries of U.S. corporate funds, public sector and provincial funds, endowments, and foundations. Study participants were asked to provide quantitative and qualitative evaluations of their asset managers and investment consultants, including qualitative assessments of those firms soliciting their business and detailed information on important market trends.

The data reported in this document reflect solely the views reported to Greenwich Associates by the research participants. Interviewees may be asked about their use of and demand for financial products and services and about investment practices in relevant financial markets. Greenwich Associates compiles the data received, conducts statistical analysis and reviews for presentation purposes in order to produce the final results. Unless otherwise indicated, any opinions or market observations made are strictly our own.

© 2020 Greenwich Associates, LLC. All rights reserved. No portion of these materials may be copied, reproduced, distributed or transmitted, electronically or otherwise, to external parties or publicly without the permission of Greenwich Associates, LLC. Greenwich Associates®, Competitive Challenges®, Greenwich Quality Index®, Greenwich ACCESS™, Greenwich AIM™ and Greenwich Reports® are registered marks of Greenwich Associates, LLC. Greenwich Associates may also have rights in certain other marks used in these materials.

