

2018 Fiduciary Management and Investment Consulting in Institutional Asset Management - U.K.

2018 U.K. Institutional Investors

July 31, 2018

Executive Summary:

This report provides detailed information from institutional investors in the U.K. on demand and hiring of investment consultants and fiduciary management/delegated services providers.

Methodology:

Greenwich Associates' 31st annual U.K. institutional investor research is based on in-depth interviews conducted in the first quarter of 2018 with 381 interviews of the largest institutional funds in the United Kingdom.

These institutional investors are U.K. corporate funds, local authorities and other institutional funds each with over £100 million in total defined benefit plan assets, defined contribution plan assets, or other institutional assets.

- 288 corporate pension funds
- 55 local authority pension funds
- 38 other institutional funds, including non-corporate or local authority pension funds, charities, endowments, and insurance companies

Senior fund professionals were asked to provide quantitative and qualitative evaluations of their investment managers' investments and client service capabilities, qualitative assessments of those managers soliciting their business, and detailed information on important market trends.

Our suite of analytics and insights encompass all key performance metrics and drivers: market share, revenue performance, client relationship share and quality, operational excellence, return on equity, behavioral drivers, and industry evolution.

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actual ranks are shown). Entity level data has no equal ranking logic implemented and therefore, on occasion, the differences between rank bands can be very close mathematically.

The data in this Document may reflect the views reported to Crisil Coalition Greenwich 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. Crisil Coalition Greenwich compiles the data received, conducts statistical analysis and reviews for presentation purposes to produce the final results.

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greenwich.com

ContactUs@greenwich.com

Ph +1203.625.5038