Investor Situations & Needs in Institutional Asset Management – U.S.

2018 United States Institutional Investors Research

January 7, 2019

Executive Summary:

This report provides detailed information from institutional investors in the U.S. on return expectations, funding ratios, and much more.

Methodology:

Greenwich Associates' 47th annual research with U.S. Institutional Investors is based on in-depth interviews conducted primarily through in-person interviews, and supplemented by telephone interviews and online surveys, between July and October of 2018.

Respondents include 1,128 individuals from 924 of the largest tax-exempt funds in the United States. These U.S.-based institutional investors are corporate and union funds, public funds, and endowment and foundation funds, with either pension or investment pool assets greater than $150 million.

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greenwich.com ContactUs@greenwich.com Ph +1203.625.5038