New Business Development in Institutional Asset Management – Cont. Europe

2019 Continental European Institutional Investors

August 16, 2019

Executive Summary:

This report provides detailed information from institutional investors in Cont. Europe on new business activity, number of managers soliciting, influences on external manager selection decisions, and approach to investing.

Methodology:

During the 1st quarter of 2019, Greenwich Associates conducted in-depth interviews with 736 key decision-makers at the largest continental European institutional investors.

The 21th annual research study covers the largest continental European corporate, public, and industry-wide defined benefit, defined contribution and hybrid pension funds, banks (including Sparkassen in Germany), foundations and churches, insurance and reinsurance companies, sovereign pension reserve funds and other nonpension institutional investors including official institutions, central banks, monetary authorities, sovereign wealth funds, and supra-nationals.

For all markets, interviewed institutional investors have externally-managed assets of over €150 million. This includes larger markets such as Germany, Netherlands, Switzerland and France and smaller markets such as the Nordics, Italy, Iberia, Belgium, Austria, and Ireland.

Total assets captured in Greenwich Associates' Continental Europe research are just under €5 trillion.

Of the 736 institutions interviewed, 94% allowed disclosure of their participation and 57% allowed attribution of their individual responses.

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