

As European Institutions Take on Risk, Many Seek Outside Managers

2020 Greenwich Leaders: Continental European Institutional Investment Management

August 18, 2020

Executive Summary:



Throughout these tumultuous conditions, a small group of leading managers have strengthened their positions in the European market. These managers have one thing in common: They all had best-in-class client service infrastructure in place before the pandemic.

Methodology:

From January to May 2020, Greenwich Associates conducted in-depth interviews with 538 key decision-makers at the largest continental European institutional investors. Institutions included 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 non-pension institutional investors including official institutions, central banks, monetary authorities, sovereign wealth funds, and supranationals.

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.

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