Crisil
Coalition
Greenwich

The Impact of the Russia-Ukraine War on Global Markets

April 18, 2022

With our connectivity to the buy-side, Coalition Greenwich conducted a “flash study” on investor sentiment in the context of the Russia-Ukraine war.

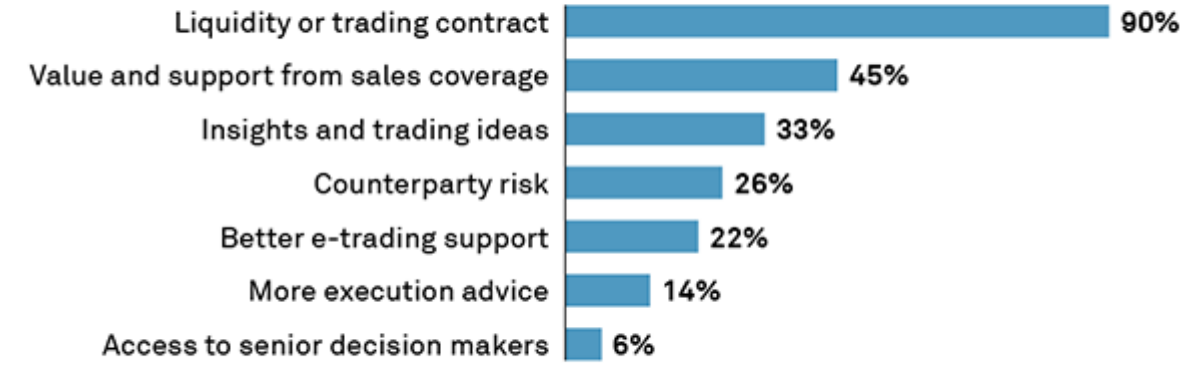
We asked equities, fixed-income and foreign exchange (FX) institutional investors about the impact of the war on financial markets and buy-side behavior, including:

- The most influential factors in determining which dealers won business during high market volatility
- Which dealers stood out for standing by their buy-side clients during the first few weeks of volatility
- The impact of the war on future asset allocation
- The influence of ESG on investment decisions

What Mattered Most to the Buy Side Early in the War?

To the surprise of no one, 90% of respondents cited liquidity provision and contact with traders as a top determinant as to which dealers won their business during the high market volatility. Getting strong value and support from sales contacts was the second most important factor, emphasized most by FX and fixed-income investors. As we often hear buy-siders say in conversations or on conference panels, “Relationships don’t really matter, until they do.” Trade ideas were the third-most-cited factor, particularly among fixed-income clients.

Most Important Factors Determining Which Dealers Won Business



Note: Based on 88 respondents.
Source: Coalition Greenwich Russia-Ukraine War Flash Study—April 2022

Dealers That Responded Best for Clients

Similar to what we saw during the onset of the COVID-19 crisis in March 2020, buy-side/sell-side relationships played a particularly important role early on during Russia's invasion of Ukraine, as institutions scrambled for liquidity.

When we asked which dealers stood out most for standing by clients during this time, we saw a tie in equities between Goldman Sachs and Morgan Stanley. Goldman Sachs also stood out as the leader in FX, while J.P. Morgan stood above the rest in fixed income.

Coalition Greenwich Standout Dealers
Most Supportive to Clients During the Russia-Ukraine War

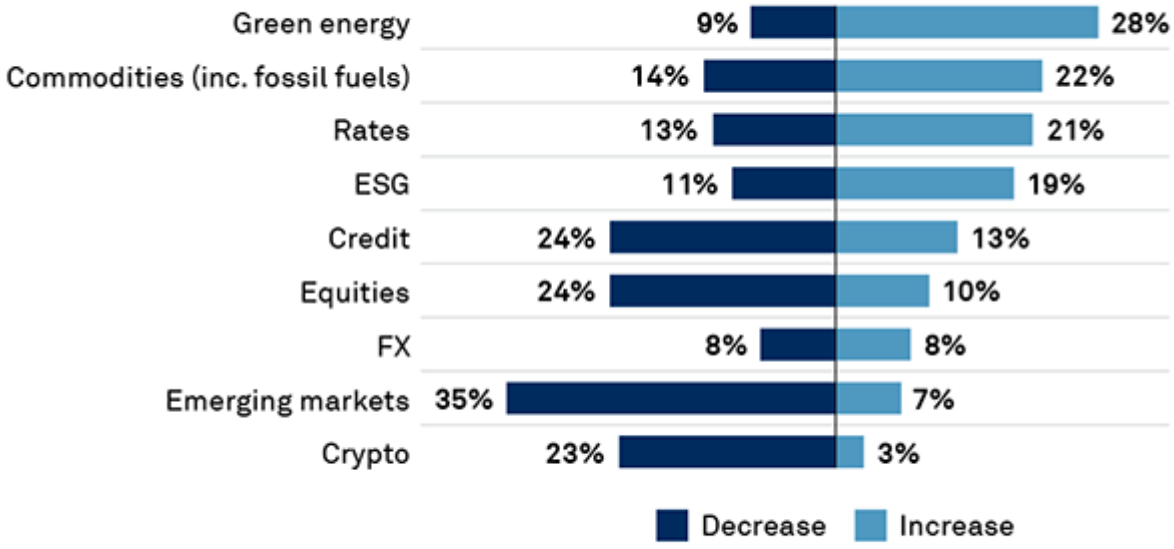
EQUITIES	FIXED INCOME	FOREIGN EXCHANGE
Goldman Sachs Morgan Stanley	J.P. Morgan	Goldman Sachs

Note: Based on 88 respondents.
Source: Coalition Greenwich Russia-Ukraine War Flash Study—April 2022

The Impact on Future Asset Allocation

When asked how the war would impact their asset allocation, energy was front-and-center for many respondents. Many noted an anticipated increase in green energy investment going forward, while others expected to see an increased allocation in commodities, including fossil fuels. Unsurprisingly, numerous institutions expect a decreased allocation to emerging markets.

Impact of Russia-Ukraine War on Future Asset Allocation

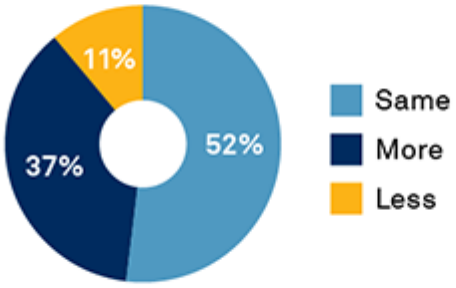


Note: Based on 88 respondents.
Source: Coalition Greenwich Russia-Ukraine War Flash Study—April 2022

What Effect Will the War have on ESG Investment Going Forward?

The overarching theme among respondents is that ESG is more relevant than ever, with Russia's invasion of Ukraine underscoring the need for a focus on alternatives to fossil fuels. Furthermore, some institutions expect even more official spending on alternative energy and thus see an increased opportunity in green energy products. Hand-in-hand with what we saw above regarding decreased emerging markets investment, several institutions noted that the Russia-Ukraine war emphasizes the need for increased ESG screening when considering investment in less-stable countries and economies.

Will ESG Have More/Less Influence on Investment Decisions Going Forward Given the Russia-Ukraine War?



Note: Based on 88 respondents.
Source: Coalition Greenwich Russia-Ukraine War Flash Study—April 2022

Those respondents anticipating less of a focus on ESG within their shops tended to point to a perceived need for a more balanced playbook, noting that environmental, social, and governance improvements are

important but need to be weighed against investment costs, speed of improvements and opportunity costs.

METHODOLOGY

In the several weeks following Russia's invasion of Ukraine, Coalition Greenwich surveyed buy-side investors across equities, fixed income, and FX, receiving responses from 88 institutions, mainly across EMEA/Americas.

---

www.greenwich.com | ContactUs@greenwich.com

Coalition Greenwich, a division of CRISIL, an S&P Global Company, is a leading global provider of strategic benchmarking, analytics and insights to the financial services industry.

We specialize in providing unique, high-value and actionable information to help our clients improve their business performance.

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.

About CRISIL

CRISIL is a leading, agile and innovative global analytics company driven by its mission of making markets function better. It is majority owned by S&P Global Inc., a leading provider of transparent and independent ratings, benchmarks, analytics, and data to the capital and commodity markets worldwide.

CRISIL is India's foremost provider of ratings, data, research, analytics, and solutions with a strong record of growth, culture of innovation, and global footprint.

It has delivered independent opinions, actionable insights and efficient solutions to over 100,000 customers through businesses that operate from India, the U.S., the U.K., Argentina, Poland, China, Hong Kong, and Singapore.

For more information, visit www.crisil.com

Disclaimer and Copyright

This Document is prepared by Crisil Coalition Greenwich, which is a part of Crisil Ltd, a company of S&P Global. All rights reserved. This Document may contain analysis of commercial data relating to revenues, productivity and headcount of financial services organisations (together with any other commercial information set out in the Document). The Document may also include statements, estimates and projections with respect to the anticipated future performance of certain companies and as to the market for those companies' products and services.

The Document does not constitute (or purport to constitute) an accurate or complete representation of past or future activities of the businesses or companies considered in it but rather is designed to only highlight the trends. This Document is not (and does not purport to be) a comprehensive Document on the financial state

of any business or company. The Document represents the views of Crisil Coalition Greenwich as on the date of the Document and Crisil Coalition Greenwich has no obligation to update or change it in the light of new or additional information or changed circumstances after submission of the Document.

This Document is not (and does not purport to be) a credit assessment or investment advice and should not form basis of any lending, investment or credit decision. This Document does not constitute nor form part of an offer or invitation to subscribe for, underwrite or purchase securities in any company. Nor should this Document, or any part of it, form the basis to be relied upon in any way in connection with any contract relating to any securities. The Document is not an investment analysis or research and is not subject to regulatory or legal obligations on the production of, or content of, investment analysis or research.

The data contained in the Document is based upon a particular bank's scope, which reflects a bank's data submission, business structure, and sales revenue Reporting methodology. As a result, any data contained in the Document may not be directly comparable to data presented to another bank. For franchise benchmarking, Crisil Coalition Greenwich has implemented equal ranking logic on aggregate results i.e., when sales revenues are within 5% of at least one competitor ahead, a tie is shown and designated by = (where 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.

THE DOCUMENT IS COMPILED FROM SOURCES CRISIL COALITION GREENWICH BELIEVES TO BE RELIABLE. CRISIL COALITION GREENWICH DISCLAIMS ALL REPRESENTATIONS OR WARRANTIES, EXPRESSED OR IMPLIED, WITH RESPECT TO THIS DOCUMENT, INCLUDING AS TO THE VALIDITY, ACCURACY, REASONABLENESS OR COMPLETENESS OF THE INFORMATION, STATEMENTS, ASSESSMENTS, ESTIMATES AND PROJECTIONS, ANY WARRANTIES OF MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE ARISING OUT OF THE USE OF ALL OR ANY OF THIS DOCUMENT. CRISIL COALITION GREENWICH ACCEPTS NO LIABILITY WHATSOEVER FOR ANY DIRECT, INDIRECT OR CONSEQUENTIAL LOSS OR DAMAGE OF ANY KIND ARISING OUT OF THE USE OF ALL OR ANY OF THIS DOCUMENT.

Crisil Coalition Greenwich is a part of Crisil Ltd., a company of S&P Global. ©2026 Crisil Ltd. All rights reserved.