2023 Key Trends in the U.K. Investment Consulting and Fiduciary Management Business

United Kingdom Institutional Investors Research

May 23, 2024

Executive Summary:

The UK continues to lead the world in investment consultant intermediation with nearly nine in ten investors reporting using a consultant.

Five consultants account for 63% of U.K. client relationships and the top ten account for over 90%.

Projected consultant hiring has remained flat for the last few years and is modest compared to pre-COVID levels.

Methodology:

Coalition Greenwich's 36th annual U.K. Institutional Investor research is based on in-depth interviews conducted during 2023 with 239 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 £75 million in total DB plan assets, DC plan assets, or other institutional assets.

Senior fund professionals provided quantitative and qualitative evaluations of the investment and client service capabilities of their investment consultants and detailed information on key market trends.

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