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2014 Asian Equity Investors - Sales, Research & Trading

December 1, 2014
Executive Summary:

This report provides detailed information from Asian-based investors investing in Asian Equities, including helpful benchmark data such as:

- Annual cash equity commissions
- Commission allocation for research & advisory and sales trading services
- Commission allocation for specific research & advisory services
- Commission rates for single-stock agency trades by region

Graphic slides include:

- Asian (ex-Japan-Australia) Cash Equity Commissions
- Proportion of Commissions Represented by Greenwich Priority Accounts
- High–Touch Versus Electronic Mix of Asian Equity Trading Volume
- Preferred Broker Coverage Structure for Asian Equity Trading
- Allocation of Asian Equity Commissions, by Share Type
- Allocation of Commissions for Research/Advisory vs. Execution – According to Traders
- Allocation of Commissions for Research/Advisory vs. Execution - According to PMs
- Proportion of Accounts Requiring Capital Commitment
- Mix of Research-Advisory Commission Allocation
- Investor Preference for Integration of Asian, Japanese and Australian Equity Research
- Discrepancy Between Actual & Vote-Determined Broker Allocations
- Communication of Broker Research Vote with Sell-Side – According to PMs
- Communication of Broker Research Vote with Sell-Side – According to Traders
- Allocation of Commissions Paid via Commission Sharing Arrangements
- Number of Firms Used for Asian Equity Trading
- Number of Firms Used for Asian Equity Research-Advisory
- Important Criteria for Selecting an Algorithmic Trading Broker
- Concentration of Algorithmic or Smart-Order Routing Trades
- Proportion of Trading Volume Done via Algorithmic/Smart Order Trading
- Proportion of Trading Volume Done via Crossing Networks Trades
- Proportion of Trading Volume Done via Portfolio Trading
- Average Commission Rates by Share Type & Channel, in Basis Points
- Change in Net Fund Performance Over Past 12 Months
- Anticipated Best Performing Asian Country Markets Over Next 12 Months

- Anticipated Best Performing Asian Sectors Over Next 12 Months

Methodology:

Research is based on in-person interviews with 238 portfolio managers and 110 equity traders between July and September, 2014. The data in this report is based upon aggregated results from individuals participating in the study.



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