2025 Key Trends in Institutional Asset Management - Continental Europe

2025 Continental Europe Institutional Investor Research

January 13, 2026
Executive Summary:

This report covers a wide array of topics on institutional investment management, including key challenges facing investors, funding levels and expected returns, attributes impacting manager selection, investor expectations around manager customization and private markets servicing, current and projected impact of ESG and DEI, consultant usage, OCIO adoption, current asset mix and expected allocation shifts, product demand, and more.

Methodology:

Crisil Coalition Greenwich conducted in-depth interviews with 357 key decision-makers at the largest continental European institutional investors.

The 27th 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 non-pension 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 €100 million. This includes markets such as Germany, Netherlands, Switzerland, France, the Nordics, Italy, Iberia, Belgium, Austria, and Ireland. Total assets captured in Crisil Coalition Greenwich's Continental Europe research are just over €5.5 trillion.

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