2014 Fixed Income Investors - Europe Par Loans

November 14, 2014

Executive Summary:

This report provides detailed information from European-based investors investing in Par Loans, including helpful benchmark data such as:

- Dealer rankings
- Trading volume
- Assets under management
- Product usage information

Graphic slides included:

- Total Trading Volume – Distribution by Type of Investor
- Total Trading Volume – New Issue vs. Secondary
- Total Trading Volume Done with Agent
- Concentration of Business
- Value Provided By Dealers
- Reward for Research
- Research Services Rewarded by Investors
- Research Services Valued Most
- Methods Used to Reward Dealers for Research
- Key Success Factors – Sales-Relationship Management
- Key Success Factors – Sales-Relationship Management 2
- Key Success Factors – Market Making and Back Office

Methodology:

Research is based on in-person and telephone interviews with 62 respondents between May and July, 2014. The data in this report is based upon aggregated results from individuals participating in the study.

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