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2014 Fixed Income Investors - Europe Emerging Markets

October 24, 2014
Executive Summary:

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

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

Graphic slides include:

- Total Trading Volume – Distribution by Type of Investor
- Total Trading Volume – Distribution by Country-Region
- Total Trading Volume – Distribution by Product
- Emerging Market Bonds Trading Volume – New Issue vs. Secondary
- Local Currency Bonds Trading Volume – Distribution by Region
- External Debt Bonds Trading Volume – Distribution by Region
- Electronic Trading Activity – Emerging Market Bonds
- Use of External Debt Products
- Use of External Debt Products, cont'd
- Use of Local Market Products
- Use of Local Market Products, cont'd
- Concentration of Business – External Debt
- Concentration of Business – Local Currency Bonds
- Value Provided By Dealers
- Use of Dealers' Research
- 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 – Research
- Key Success Factors – Market Making

Methodology:

Research is based on in-person and telephone interviews with 120 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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