2015 Global Intermediary Distributors - Global and Regional/Local Gatekeepers

February 25, 2016

Executive Summary:

This report provides detailed information on intermediary distribution globally.

Methodology:

From July to September 2015, Greenwich Associates conducted in-depth conversations with global heads of fund selection at leading intermediary distributors. The open-ended discussions investigated a series of general topics covering product trends and current industry themes. From July to September 2015, Greenwich Associates interviewed regional and local fund selection decision-makers at leading intermediary distributors. Interviews covered quantitative and qualitative evaluations of investment managers, qualitative assessments of those managers soliciting their business, and detailed information on important market trends.

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