



2015 Canadian Institutional Investors - Investment Consulting Business

April 15, 2016

Executive Summary:

This report provides detailed information on the institutional investment market in Canada, including helpful benchmark data on the market position of investment consultants.

Methodology:

Between July and October 2015, Greenwich Associates conducted 235 interviews with senior professionals at corporate funds, public funds and provincial funds, and endowments and foundations with assets greater than \$100 million. Study participants were asked to provide quantitative and qualitative evaluations of their investment managers and consultants, qualitative assessments of those managers soliciting their business, and detailed information on important market trends.



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The data in this Document may reflect the views reported to Crisil Coalition Greenwich by the research participants. Interviewees may be asked about their use of and demand for financial products and services and about investment practices in relevant financial markets. Crisil Coalition Greenwich compiles the data received, conducts statistical analysis and reviews for presentation purposes to produce the final results.

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