2015 United States Institutional Investors - Money in Motion

May 12, 2016

Executive Summary:

The “Money-in-Motion” analysis is based on the reported hiring expectations of institutional investors across a range of asset classes, including traditional and alternatives products and active and passive mandates. The report seeks to address three dynamics:

1. Where are institutional asset flows going?
2. Who is driving institutional asset flows (by channel)?
3. Where are the largest revenue opportunities, and where will interest be weakest?

Methodology:

From July to October 2015, Greenwich Associates conducted in-person interviews with 1,341 institutional investors from 1,128 of the largest tax-exempt funds in the United States. These U.S.-based institutional investors are corporate and union funds, public funds, endowment and foundation funds and healthcare organizations, with either pension or investment pool assets greater than $150 million.

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