New Business Development - 2016 Canadian Institutional Investors

January 11, 2017

Executive Summary:

This report provides detailed information from institutional investors in Canada, including helpful benchmark data such as new business development.

Methodology:

This research is based on personal interviews conducted from July through October 2016 with 214 of the largest tax-exempt funds in Canada. Total assets exceed $1 trillion. Senior fund professionals were asked to provide quantitative and qualitative evaluations of their investment managers, qualitative assessments of those managers soliciting their business, and detailed information on important market trends.

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