Research with Intermediary Distributors - Europe - 2016

February 7, 2017

Executive Summary:

Greenwich Associates interviewed regional and local fund selection decision-makers at leading intermediary distributors in Europe, covering quantitative and qualitative evaluations of investment managers. This report provides competitive insights on top-performing managers recognized by intermediaries.

Methodology:

Greenwich Associates conducted in-depth interviews between July and September 2016 with 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. The 2016 research included conversations with 196 regional and local gatekeepers in Europe.

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