New Business Development in Institutional Asset Management - Asia ex. Japan

2017 Asia ex. Japan Institutional Investors

August 14, 2017

Executive Summary:

This report provides detailed information from institutional investors in Asia on New Business Activity, Number of Managers Soliciting, Number of Managers Seriously Considered, Influences on External Manager Selection Decisions, and Approach to Investing.

Methodology:

From January to March in 2017, Greenwich Associates conducted in-person interviews in detail with the largest institutional investors in Asia.

Senior fund professionals were asked to provide detailed information on their investment strategies, quantitative and qualitative evaluations of their investment managers, and qualitative assessments of those managers soliciting their business. In addition, a number of investors are included in this study based on information collected through secondary research and top-line interviews.

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