2017 Manager and Product Demand in Institutional Asset Management – United Kingdom

2017 U.K. Institutional Investors

September 1, 2017

Executive Summary: This report provides detailed information from institutional investors in the United Kingdom on managers used and products most in demand across equities, fixed income, alternatives, and specialty investments segmented by geography, type of investor and size of fund. Methodology:

Greenwich Associates' 30th annual U.K. institutional investor research is based on in-depth interviews conducted in the first quarter of 2017 with 397 interviews of the largest institutional funds in the United Kingdom.

These institutional investors are U.K. corporate funds, local authorities and other institutional funds each with over £100 million in total defined benefit plan assets, defined contribution plan assets, or other institutional assets.

– 303 corporate pension fund

– 60 local authority pension fund

– 34 other institutional funds, including non-corporate or local authority pension funds, charities, endowments, and insurance companie

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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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