2017 New Business Development 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 new business activity, number of managers soliciting, influences on external manager selection decisions, and approach to investing. 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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