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Insurers Present Challenges and Opportunities for Asset Managers

January 16, 2018

Executive Summary:

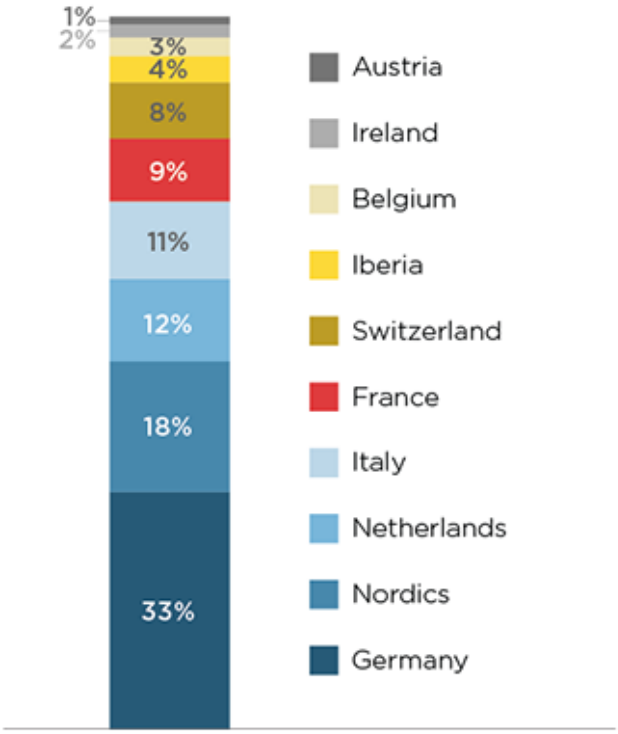


As investment needs and regulatory requirements become more complex, insurance companies globally are increasingly turning to external asset managers for help with specific investment strategies and solutions. Greater reliance on external managers is a relatively recent trend in a number of markets, including the United States and the United Kingdom. Insurance companies in continental Europe, however, have a long history of working with external managers, as well as offering their asset management service to third parties.

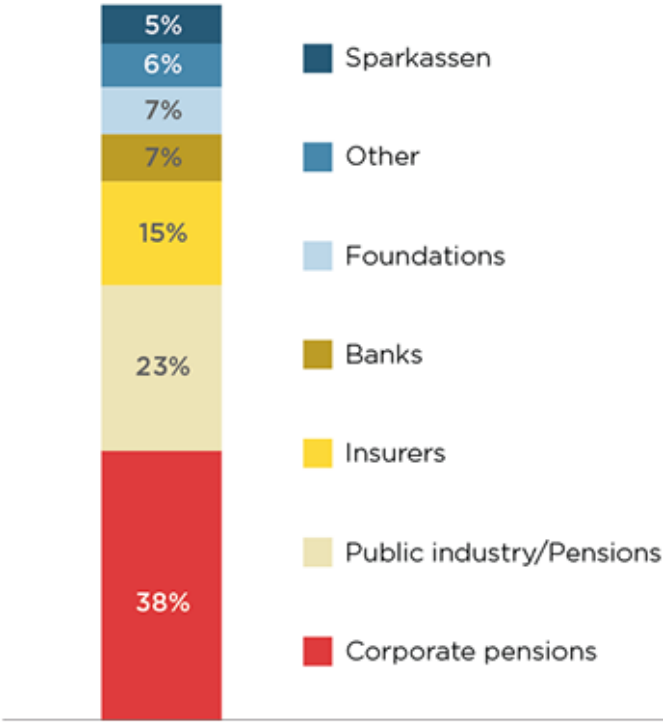
Methodology:

During the first quarter of 2017, Greenwich Associates conducted in-depth interviews with 757 key decision-makers at the largest continental European institutional investors. For all markets, study participants have externally managed assets of over €150 million. Total assets captured in this study are just under €4.5 trillion.

RESPONDENTS BY REGION



RESPONDENTS BY TYPE



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