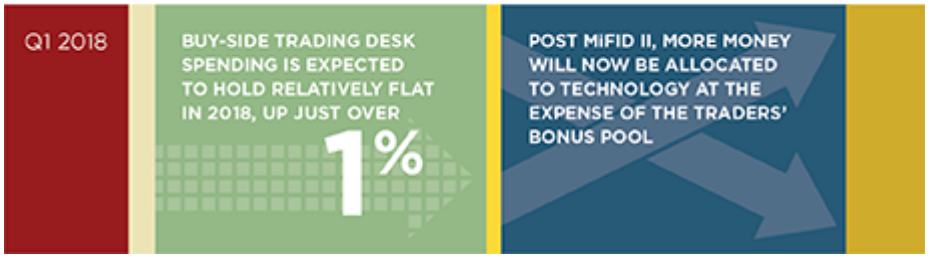
Investor Spending Reaches Equilibrium—For Now

February 13, 2018

Executive Summary:

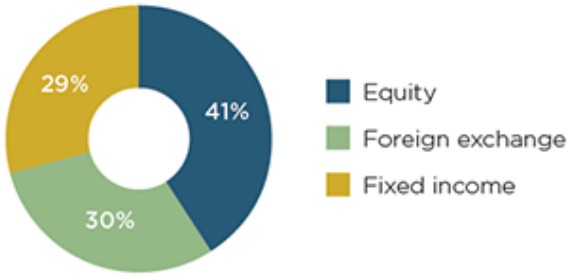


After nearly a decade of disruption and uncertainty, buy-side trading desks are finally finding a new equilibrium. Continued change is inevitable, of course, even with the next catalyst unclear. But with long-held beliefs finally changing about how trading should work, what type of people are best suited for the job and the role that technology should play, asset management and hedge-fund head traders are finally ready to move forward with a new belief system.

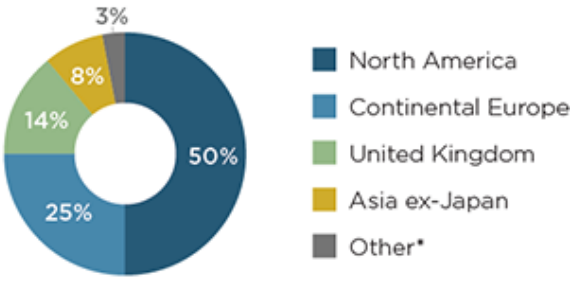
Methodology:

From June through November 2017, Greenwich Associates interviewed 270 buy-side traders across the globe working on equity, fixed-income or foreign-exchange trading desks to learn more about trading desk budget allocations, trader staffing levels, OMS/EMS/TCA platform usage, and the impact of market structure changes on the sector.

RESPONDENT PROFILE BY INSTITUTION TYPE



RESPONDENT PROFILE BY REGION



Note: *Other includes the Middle East, South America, Australia/New Zealand, and Latin America. Based on 59 respondents.
Source: Greenwich Associates 2017 Market Structure & Trading Technology Study

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