2018 Expected Allocation Shifts in Institutional Asset Management – Cont. Europe

2018 Continental European Institutional Investors

July 20, 2018

Executive Summary:

This report provides detailed information from institutional investors in Continental Europe on expected shifts over the medium term in allocation changes.

Methodology:

During the 1st quarter of 2018, Greenwich Associates conducted in-depth interviews with 734 key decision-makers at the largest continental European institutional investors.

The 20th annual research study covers the largest continental European corporate, public, and industry-wide defined benefit, defined contribution and hybrid pension funds, banks (including Sparkassen in Germany), foundations and churches, insurance and reinsurance companies, sovereign pension reserve funds and other nonpension institutional investors including official institutions, central banks, monetary authorities, sovereign wealth funds, and supra-nationals.

For all markets, interviewed institutional investors have externally-managed assets of over €150 million. This includes larger markets such as Germany, Netherlands, Switzerland and France and smaller markets such as the Nordics, Italy, Iberia, Belgium, Austria, and Ireland.

Total assets captured in Greenwich Associates' Continental Europe research are just under €5 trillion.

Of the 734 institutions interviewed, 93% allowed disclosure of their participation and 59% allowed attribution of their individual responses.

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drivers, and industry evolution.

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