2019 Money In Motion with U.S. Institutional Investors

March 16, 2020

Executive Summary:

The “Money-in-Motion” analysis is based on the reported hiring expectations of institutional investors across a range of asset classes, including traditional and alternatives products and active and passive mandates. T

hese results are projected onto Greenwich Associates’ universe of U.S. institutional investors to develop an estimate of the total number of new mandates expected in each product over the next 12 months. These results are combined with the reported average mandate sizes to derive a total expected allocation for each product. Finally, we overlay data on average fees from our Fee Clearinghouse tool to derive incremental annualized revenue for each product. The analysis is performed on a bottom-up basis, examining the institutional channels individually to build a comprehensive view of the market.

Methodology:

Greenwich Associates 48th annual research with U.S. Institutional Investors is based on in-depth interviews conducted primarily through in-person interviews, and supplemented by telephone interviews and online surveys, between July and October of 2019.

Respondents include 1,100 individuals from 896 of the largest tax-exempt funds in the United States. These U.S.-based institutional investors are corporate and union funds, public funds, and endowment and foundation funds, with either pension or investment pool assets greater than $150 million.

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