2023 Money in Motion with U.S Institutional Investors

U.S. Institutional Investors Study

June 2, 2023

Executive Summary:

The “Money-in-Motion” analysis offers a forward-looking view on potential mandates, flows and revenues that are up for grabs due to manager hiring activity among institutions. It is based on the reported hiring expectations of investors across a range of traditional and alternative asset classes.

Methodology:

Coalition Greenwich’s 51st annual research with U.S. Institutional Investors is based on in-depth interviews conducted between February and November 2022. Respondents include 727 individuals from 590 of the largest tax-exempt funds in the United States. These U.S.-based institutional investors include 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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