2014 Japanese Equity Investors - Sales, Research & Trading

January 5, 2015
Executive Summary:

This report provides detailed information on sales, research, and trading services according to investors located in Japan.

Graphic slides include:

- Projected Assets Under Management in Japanese Equities
- Projected Japanese Cash Equity Commissions
- Proportion of Commissions Paid by Greenwich Associates Priorities
- High – Touch Versus Electronic Mix of Japanese
- High – Touch Versus Electronic Mix of Japanese Equity Trading Volume
- Preferred Coverage Structure for High-Touch and Electronic Trading
- Japanese Equity Commission Spend for Research-Advisory
- Japanese Equity Commission Spend for Research-Advisory vs. Execution
- Proportion of Trading Volume
- Proportion of Japanese Equity Research-Advisory Allocation
- Importance of Channels
- Investment Approach to Japanese
- Discrepancy Between Actual Spend & Vote-Determined
- Number of Brokers Used for Japanese Reasearch-Advisory Services
- Number of Brokers Used for Japanese Trading
- Commission Rates for “High-Touch”
- Use of Portfolio Trading – According to Traders
- Mix of Agency Versus Principal Business for Portfolio Trading
- Use of Electronic Trading via Algorithmic or Smart-Order Routing Trading
- Use of Electronic Trading via Crossing Networks
- Investment in Small-Mid-Cap Stocks
- Best Relative Performing Japanese Sectors – Next 12

Methodology:

Research is based on in-person interviews with 163 fund managers and 135 traders between July and September, 2014. The data in this report is based upon aggregated results from individuals participating in the study.

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