2016 Asian (ex. Japan) Institutional Investors - New Business Development

June 17, 2016

Executive Summary:

This report provides detailed information from institutional investors in Asia, including helpful benchmark data such as:

- New Business Activity
- Number of Managers Soliciting
- Number of Managers Seriously Considered
- Influences on External Manager Selection Decisions
- Approach to Investing

Methodology:

From January to March 2016, Greenwich Associates conducted in-person interviews with 121 of the largest institutional investors in Asia covering 205 institutions in total. Senior fund professionals were asked to provide detailed information on their investment strategies, quantitative and qualitative evaluations of their investment managers, and qualitative assessments of those managers soliciting their business. In addition, a number of investors are included in this study based on information collected through secondary research and top-line interviews.

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www.greenwich.com | ContactUs@greenwich.com

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greenwich.com ContactUs@greenwich.com Ph +1203.625.5038