2016 Japanese Institutional Investors Market Trends Manager and Product Demand

November 9, 2016

Executive Summary:

This report shows how many funds: "now use" each mandate, "have hired" for each mandate in the past 12 months, "expect to hire" for each mandate in the next 12 months, and where an "investment consultant assisted" in search for a manager.

Methodology:

This research is based on personal interviews conducted from April through June 2016 with 370 of the largest corporate pension funds, public pension funds, financial institutions, and Endowments & Foundations in Japan. Total fund assets were approximately ¥760 trillion. Senior fund professionals were asked to provide quantitative and qualitative evaluations of their investment managers, qualitative assessments of those managers soliciting their business, and detailed information on important market trends.

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