Market Overview - 2016 Canadian Institutional Investors

January 11, 2017

Executive Summary:

This report provides an overview of the Canadian institutional marketplace. This presentation will help managers address shifting investor expectations and understand recent changes in institutional portfolios and future hiring and money in motion for the Canadian market.

Methodology:

This research is based on personal interviews conducted from July through October 2016 with 214 of the largest tax-exempt funds in Canada. Total assets exceed $1 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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