2017 Manager and Product Demand in Institutional Asset Management – Continental Europe

2017 Continental European Institutional Investors

September 1, 2017

Executive Summary:

This report provides detailed information from institutional investors in Continental Europe on managers used and products most in demand across equities, fixed income, alternatives, and specialty investments segmented by geography, type of investor and size of fund.

Methodology:

During the 1st quarter of 2017, Greenwich Associates conducted in-depth interviews with 757 key decision-makers at the largest continental European institutional investors.

The 19th annual research study covers the largest continental European corporate, public, and industry-wide defined benefit, defined contribution and hybrid pension funds, banks (including Sparkassen in Germany), foundations and churches, insurance and reinsurance companies, sovereign pension reserve funds and other non-pension institutional investors including official institutions, central banks, monetary authorities, sovereign wealth funds, and supra-nationals.

For all markets, interviewed institutional investors have externally-managed assets of over €150 million. This includes larger markets such as Germany, Netherlands, Switzerland and France and smaller markets such as the Nordics, Italy, Iberia, Belgium, Austria, and Ireland. Total assets captured in Greenwich Associates' Continental Europe research are just under €4.5 trillion.

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