2017 Manager and Product Demand in Institutional Asset Management – Germany

2017 German Institutional Investors

September 1, 2017

Executive Summary:

This report provides detailed information from institutional investors in Germany 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 251 key decision-makers at the largest German institutional investors.

The 19th annual research study covers the largest German corporate, public, and industry-wide defined benefit, defined contribution and hybrid pension funds, banks, sparkassen, foundations and churches, insurance and reinsurance companies, sovereign pension reserve funds and other nonpension institutional investors including official institutions, central banks, monetary authorities, sovereign wealth funds, and supra-nationals.

For all markets where we conduct our research we interview institutions with over €150 million in externally-managed assets. Total assets captured in Greenwich Associates' Germany research are close to €1.3 trillion.

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www.greenwich.com | ContactUs@greenwich.com

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greenwich.com ContactUs@greenwich.com Ph +1203.625.5038