



PENSION MANDATE
INSTINTELL INVESTOR INTELLIGENCE

2016 Institutional Investor Sentiment Study

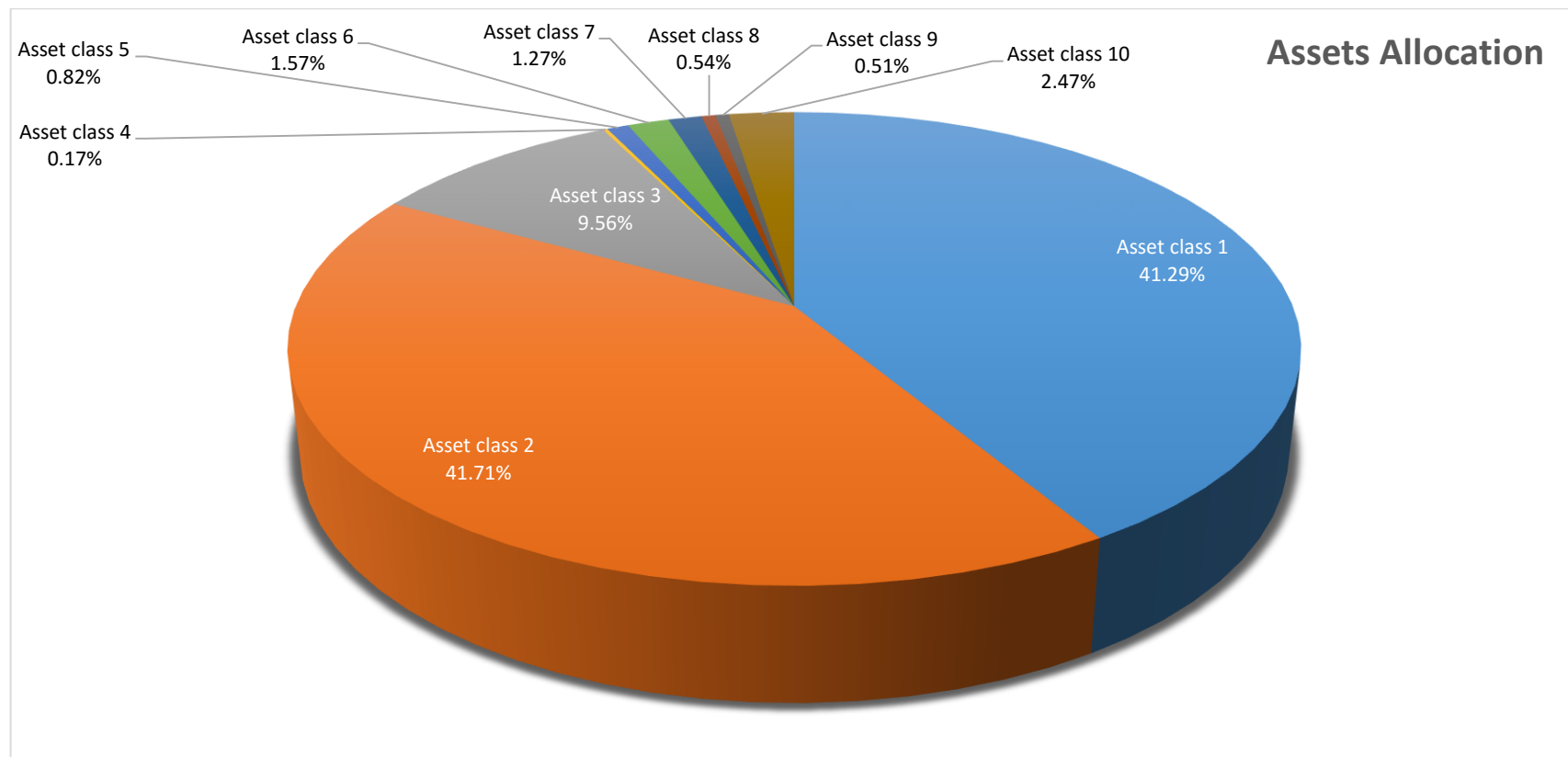
Results

Preview Version bellow

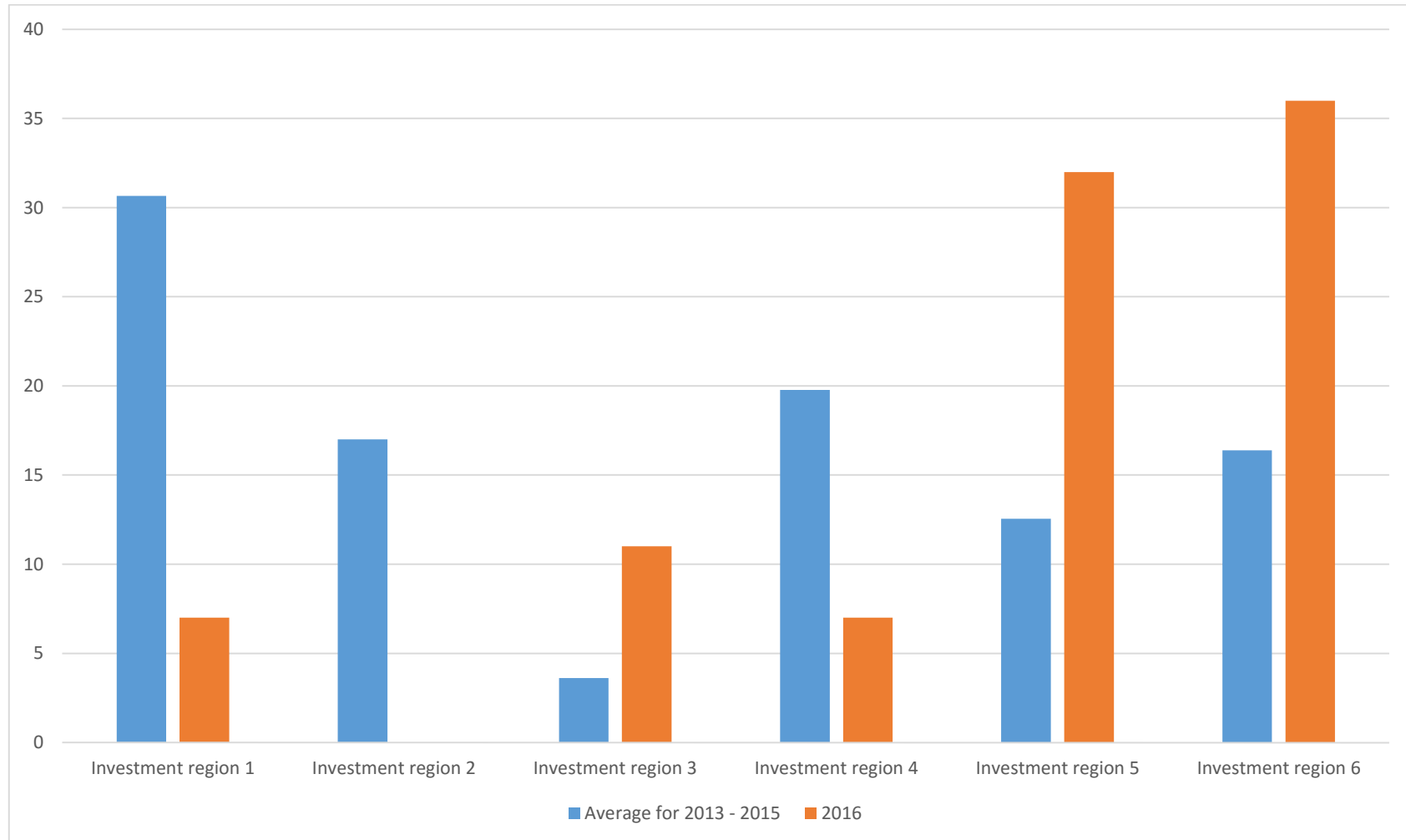
- to see the full results you can [purchase via link](#) -

During January 2016 Instintell Institutional Investors Intelligence Limited conducted an opinion study about the investment preferences and trends within the institutional investor sector. This report contains our findings. Our study covers institutional investors with AUM totaling EUR142bn.

The chart below shows the allocation of the assets for the institutional investors which took part in our research study.

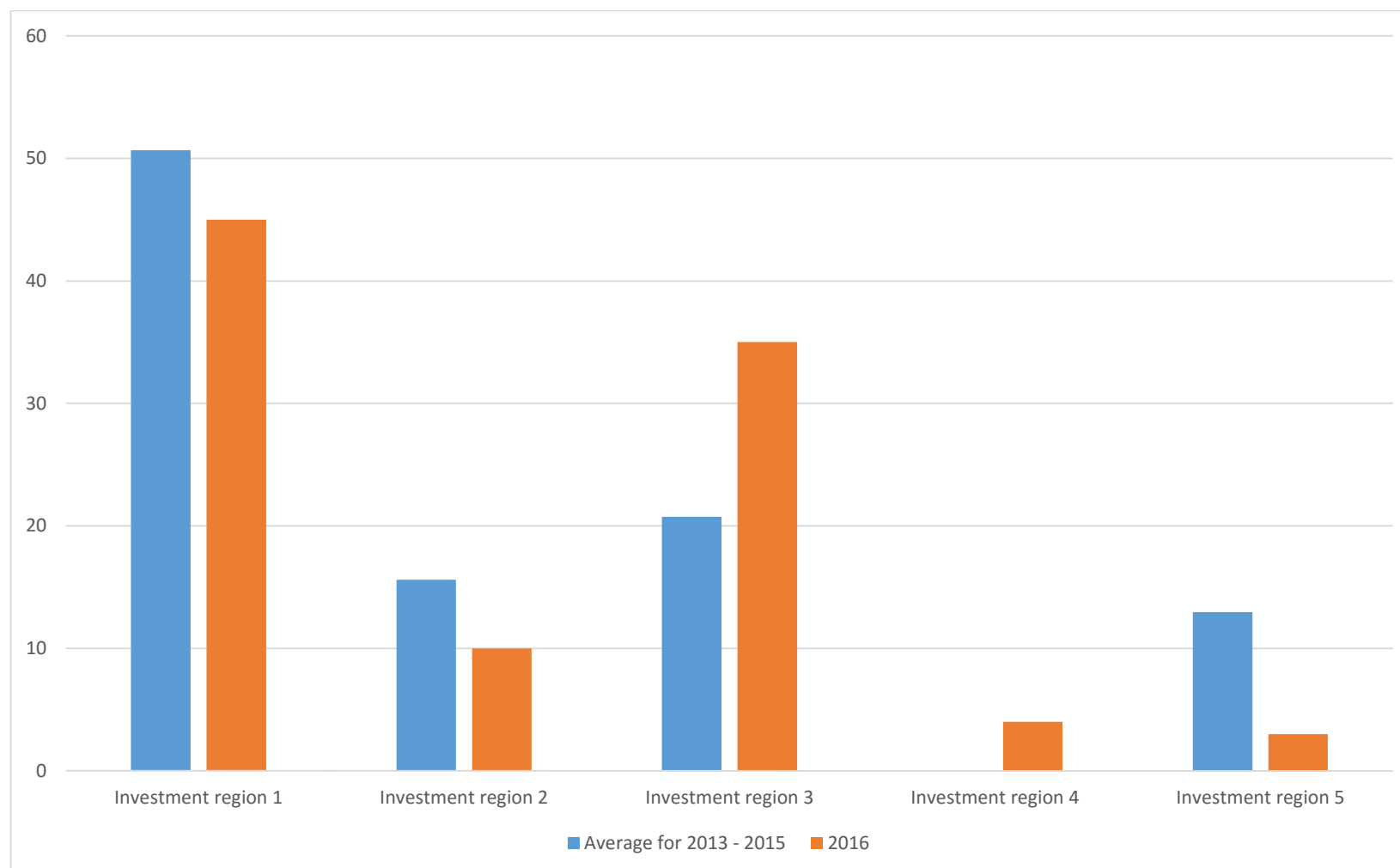


1. Given the current state of the global economy, which investment regions do you expect to perform best during 2016?



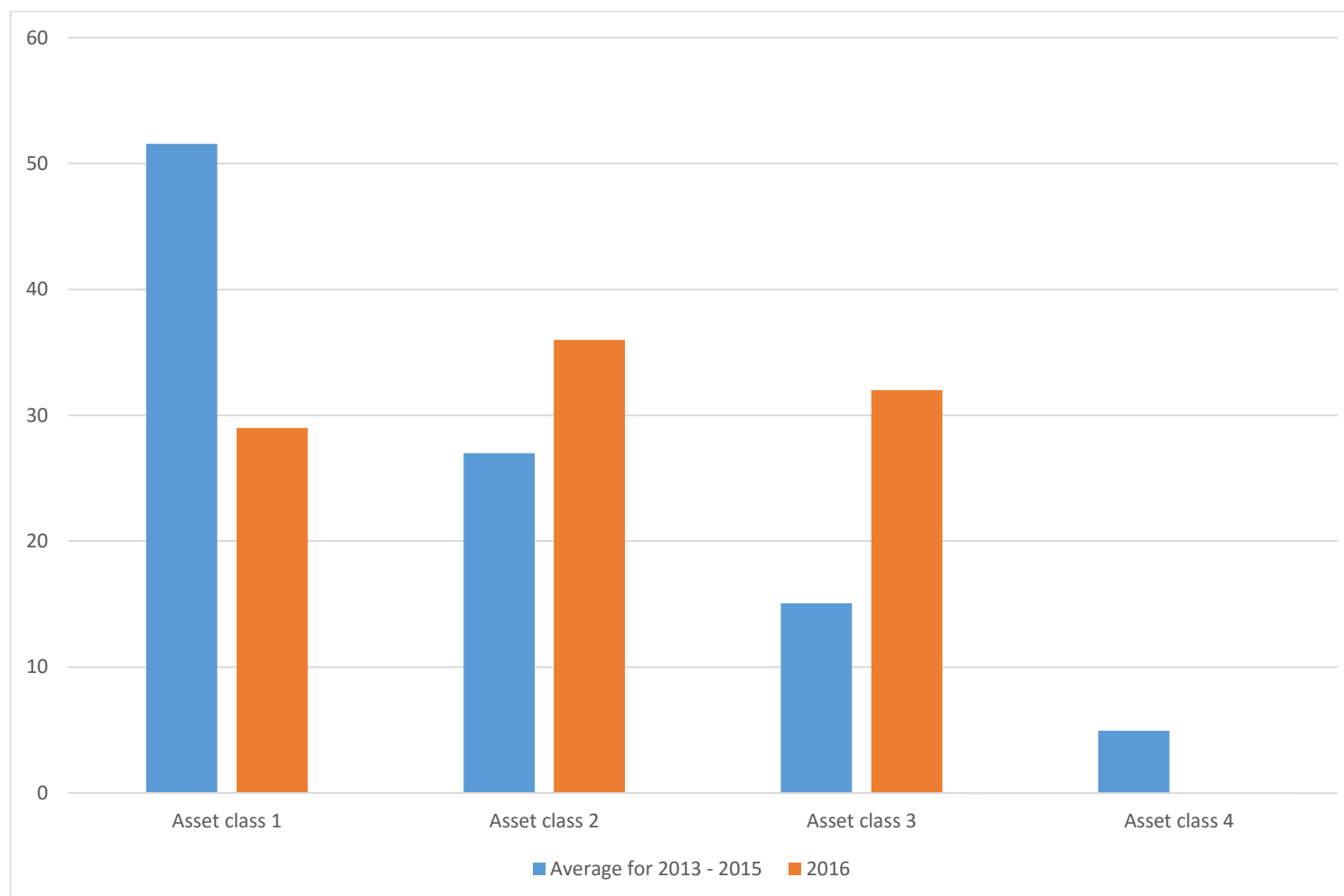


2. Which investment regions do you expect to perform best in the long run?



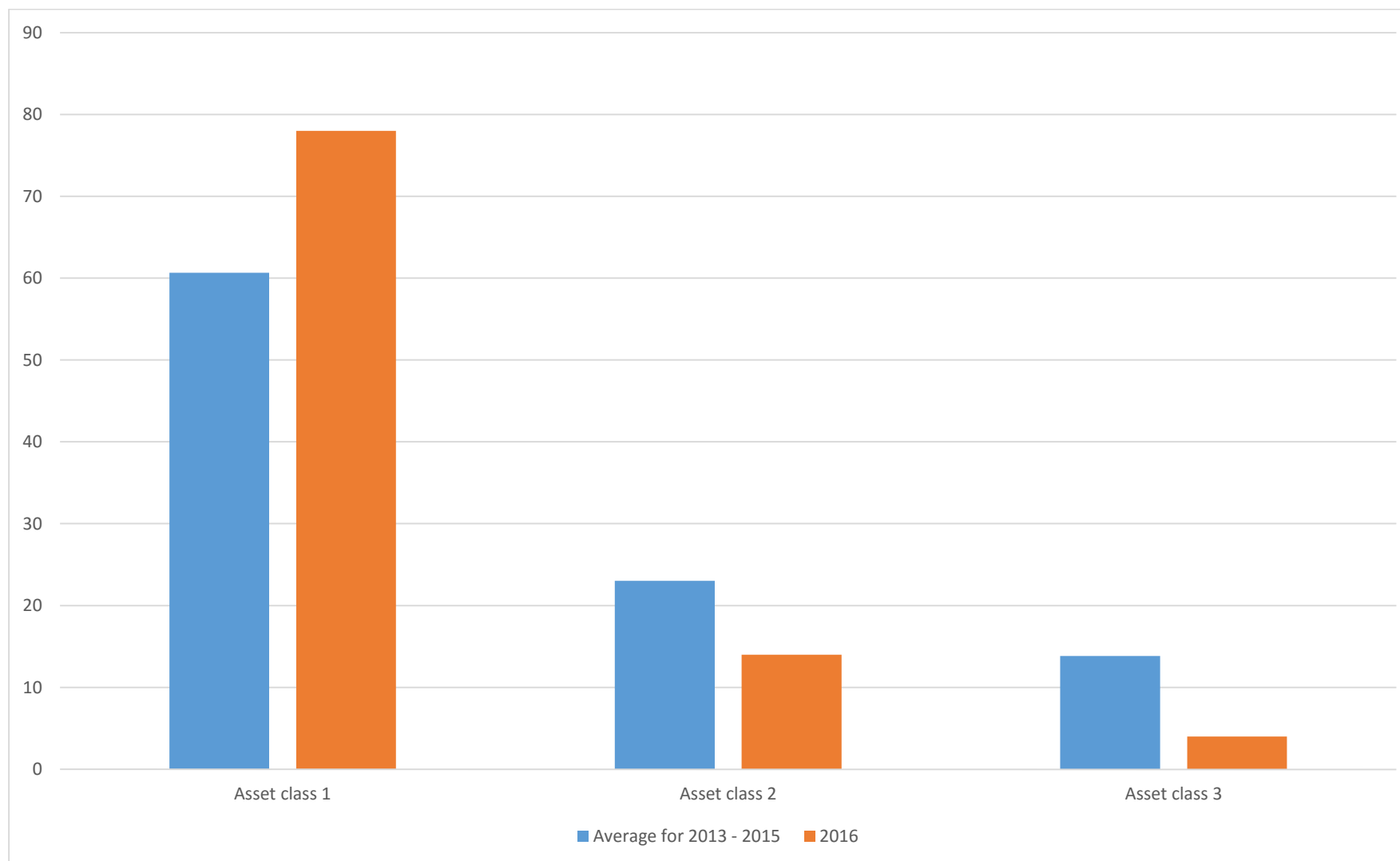


3. Which asset classes do you think will perform best during 2016?



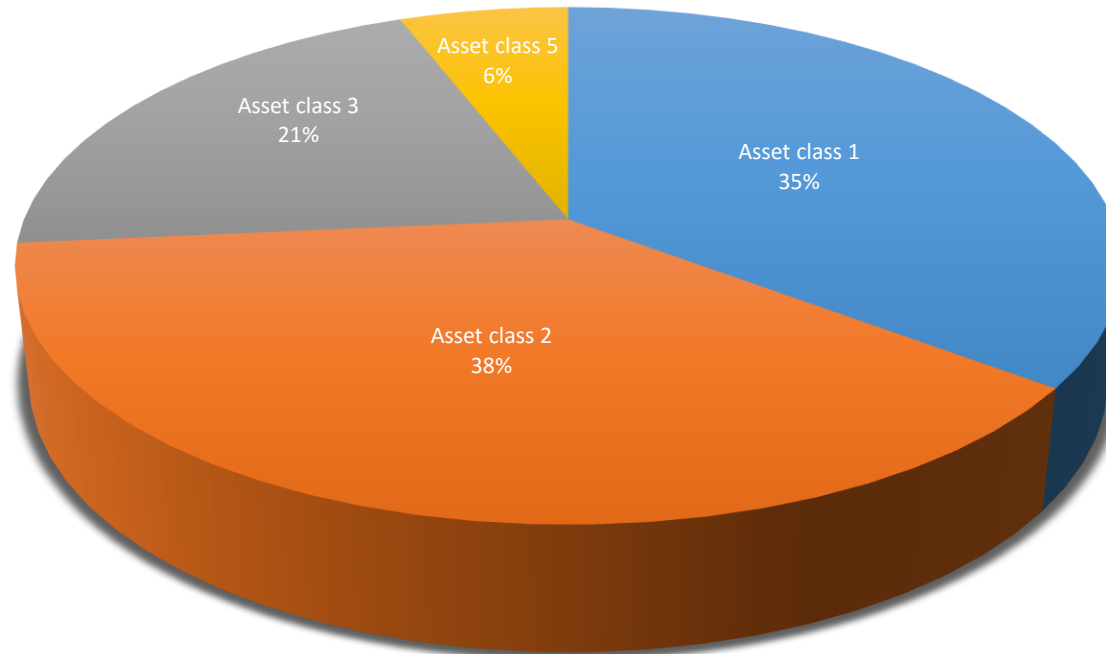


4. Which asset classes do you think will perform best in the long run?



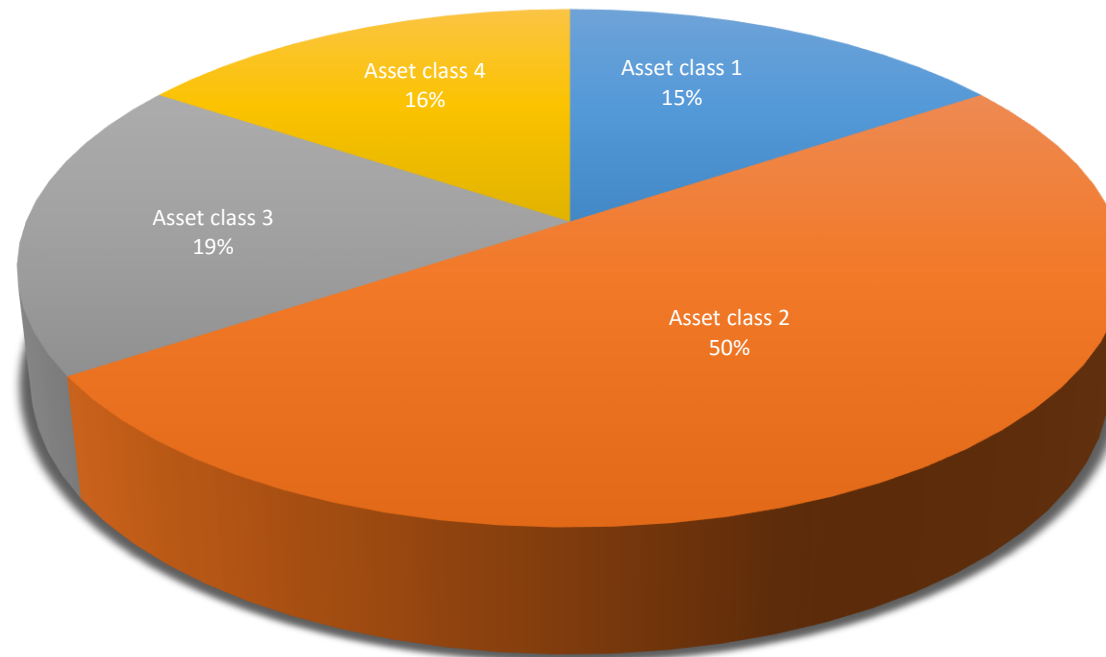


5. Which alternative asset class posits the most appeal for 2016 investments?



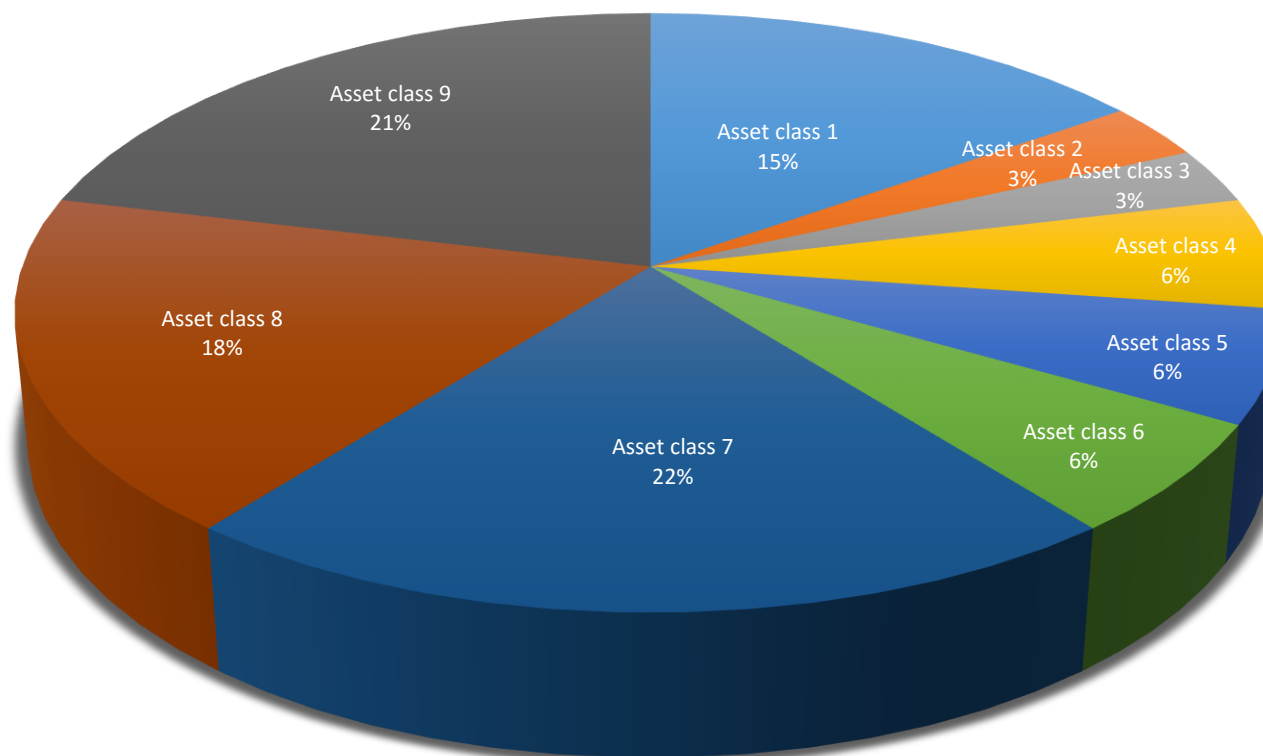


6. Which infrastructure asset class would you consider investing in during 2016?



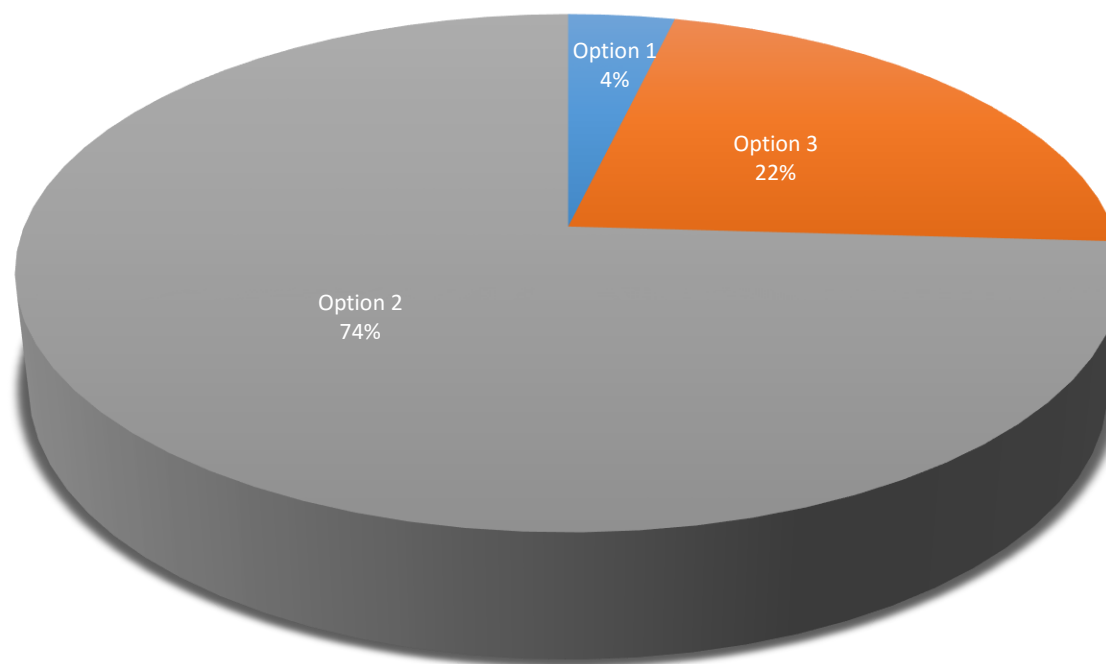


7. Which hedge funds asset class would you consider investing in during 2016?



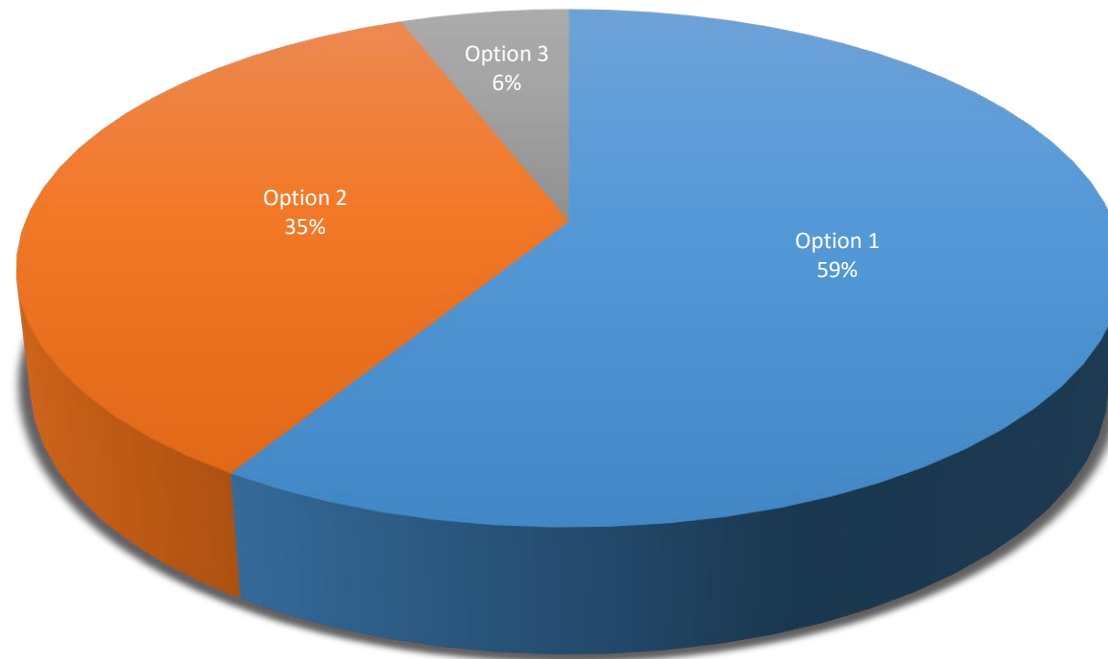


8. How do you plan to diversify your risk during 2016?

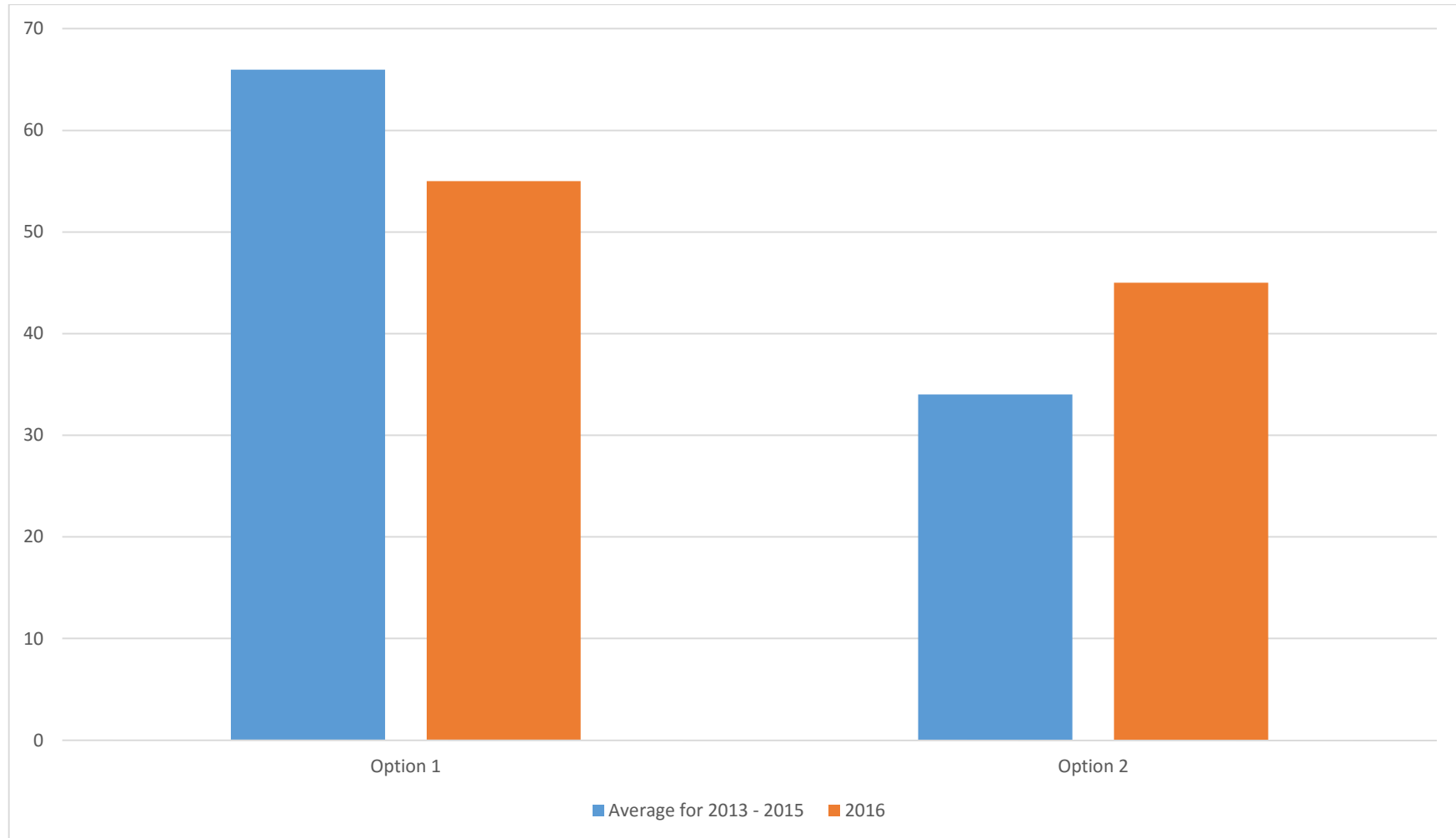




9. What do you think will generate excess return for your portfolio in 2016?

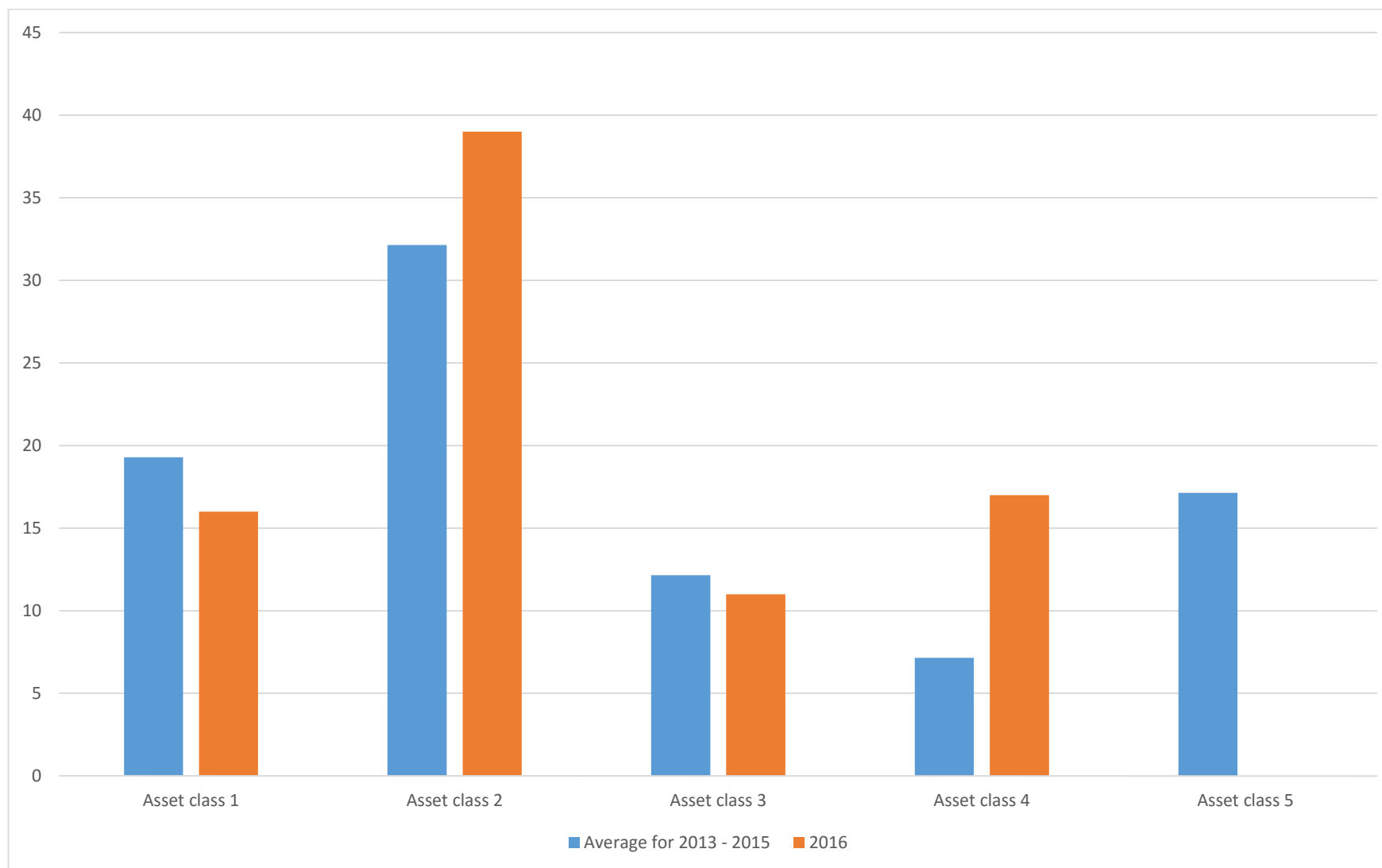


10. Given the changes in economic conditions, do you plan to change your Strategic Asset Allocation in 2016?



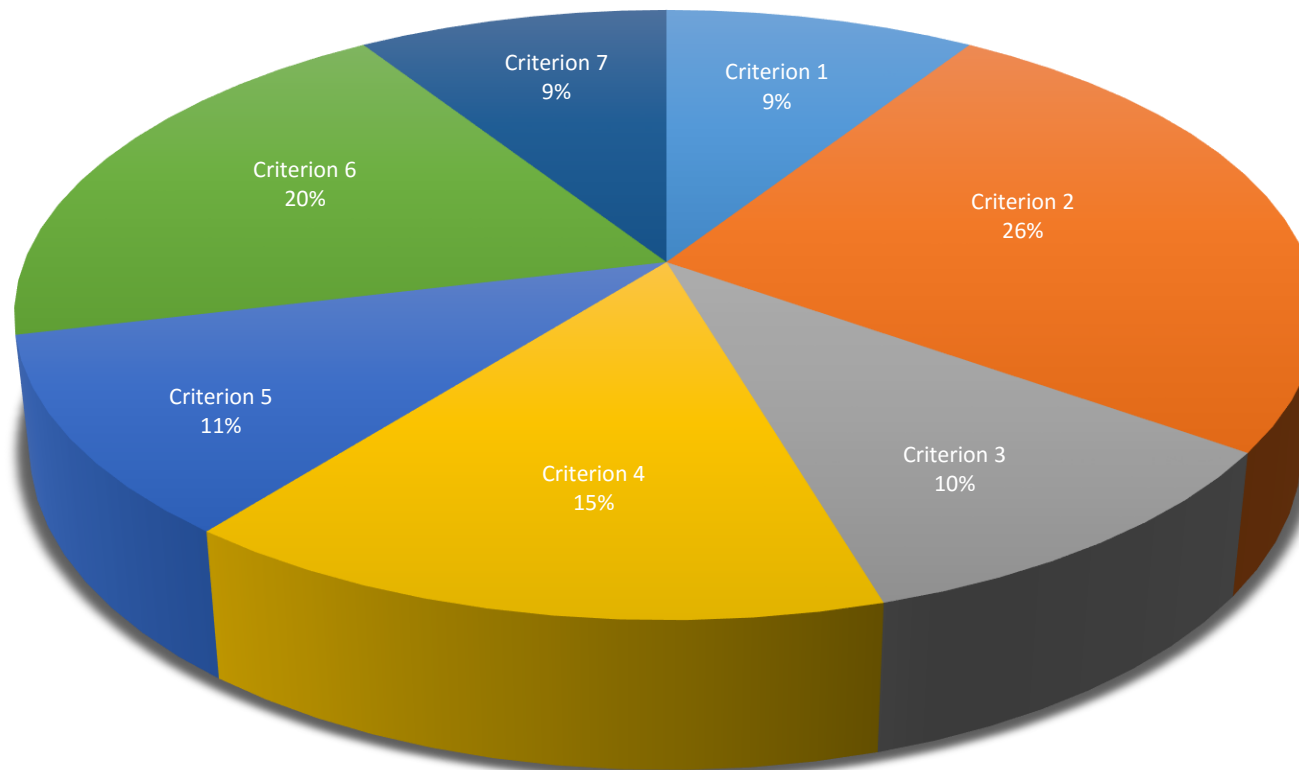


11.If Yes, which Asset Classes have you considered adding to your current allocation?



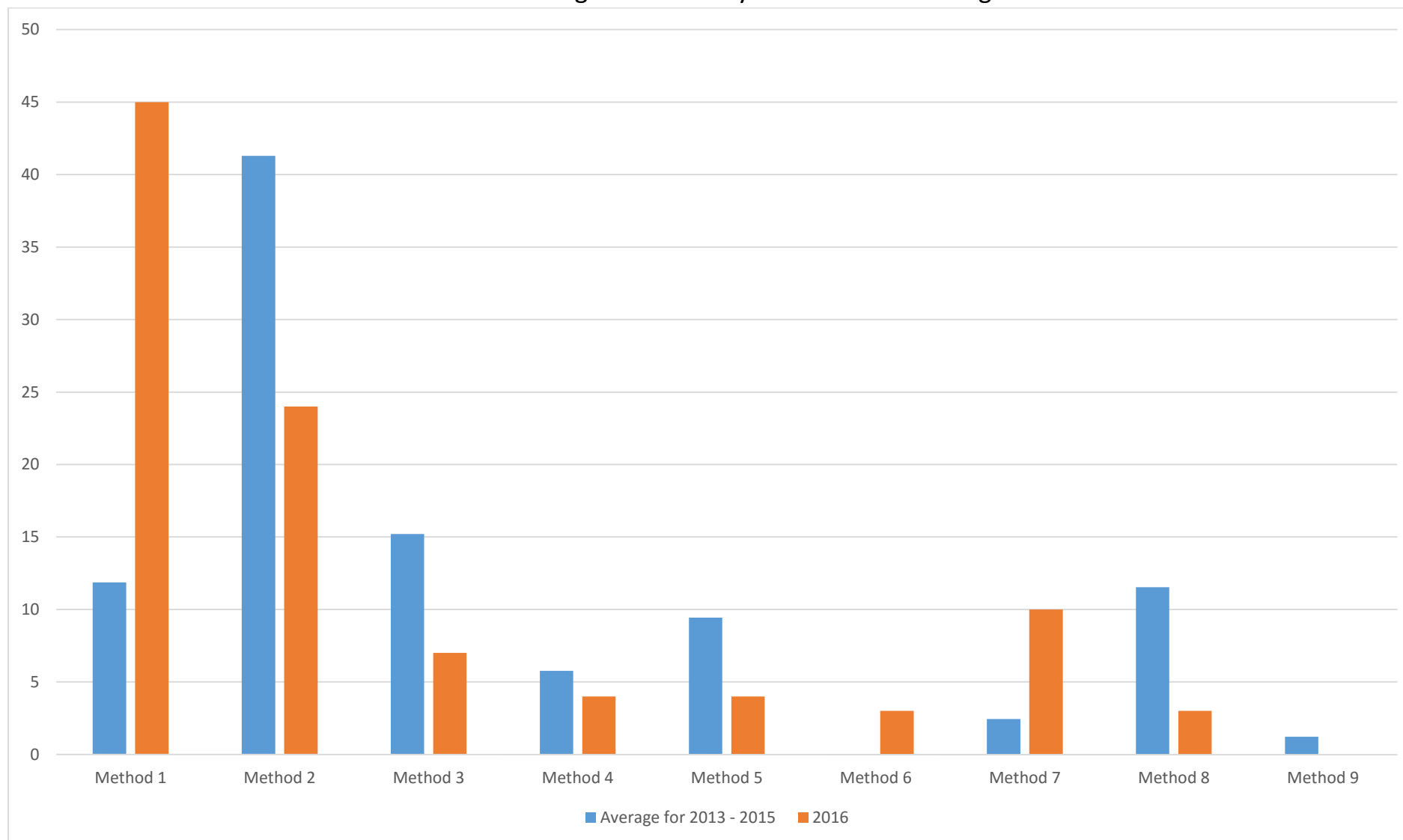


12. Which criterion do you most utilize in selecting an asset management firm?





13. Which advertising methods do you use for the manager searches?





Amongst the major issues to deal in 2016 (as mentioned by the institutional investors):

- Whether or not to reduce the interest rate hedges
- Active versus passive debate
- Increasing exposure to Alternatives (Infrastructure, Private Equity)
- Further reducing hedge fund exposure
- Long term overall funding of the plan
- ESG - Climate change
- The continuing DB/DC conversion
- Legislative attacks
- Longevity
- Sponsor weakness
- Scheme maturity