

Quarterly Institutional Intelligence Report

A global look at the drivers of trends in the traditional asset management industry

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EXECUTIVE SUMMARY



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eVestment's unique position as a data-driven source of intelligence serving institutional asset managers, investors and their consultants globally provides us the ability to produce a holistic view of the themes, trends and trend shifts impacting asset managers around the world.

Asset managers report to eVestment over \$35 trillion of institutional assets covering over 23,000 unique products distributed across more than 300 primary strategy universes. The profiles of these products receive more than 150,000 views by consultants and institutional investors around the world, every quarter. With this dataset, eVestment's and ultimately any client's ability to capture and interpret the drivers impacting the bottom lines of asset managers globally is unparalleled.

Highlights:

- The volume of net asset flows declined for a second consecutive quarter in Q3 and net institutional flow flipped back to negative, primarily because of large outflows from US Cash Management strategies. Of the ten primary universes with the largest net inflows in the quarter, every single one is a fixed income universe, and all except one is US-focused (Global Multi-Sector).
- Consultants from around the world turned their attention toward Global All Cap Growth Equity strategies more than any other. The universe was among those of rising interest from consultants in the US, UK, Middle East/Africa, and Australia/ New Zealand. In Europe ex-UK, Global All Cap Growth strategies were the most viewed by consultants.
- Several emerging markets strategies were among those most viewed by investors around the world in Q3 and saw rising interest from investors in the US and Canada. While no EM universe was among the five most positively (or negatively) trending during the quarter, a couple were close runner-ups, an indication interest is slowly returning to active EM strategies.
- Three US fixed income strategies were among the five most positive trending universes in Q3, Short Duration – Gov/Credit, TIPS and Municipal Fixed Income – All Duration. Among those with the most negative themes, three were value equity strategies, US Small Cap, US Mid Cap and EAFE Large Cap Value.

ABOUT THIS DATA

The data in this report is sourced from eVestment Analytics, Advantage and Asset Flows solutions.

eVestment Analytics is a set of best-in-class tools for analyzing, comparing and charting data on 23,000+ institutional strategies – traditional and alternative – in the eVestment database. Advanced capabilities allow users to quickly zero-in on specific strategies or analyze entire peer universes.

eVestment Advantage provides transparency into how often managers are viewed, screened, charted and analyzed by consultants and institutional investors. This screening or viewership activity is an important early indicator of asset movement in the future.

eVestment Asset Flows tracks the movement of institutional assets by geography, investor type, and asset class. This flows data is derived from manager reported assets each quarter and backs out performance. Asset Flows displays net inflows and net outflows, providing intelligence on the momentum of asset movements.

The data in this report illustrates just some of the aggregated intelligence eVestment clients have access to as part of their subscription. To request a tour and view intelligence specifically relevant to you, please contact <u>solutions@evestment.com</u>.

Drivers of Institutional Flows & Asset Owner/Consultant Viewership

eVestment primary universes with the largest asset flows, receiving the most views, and the largest shifts in attention from consultants and investors globally.

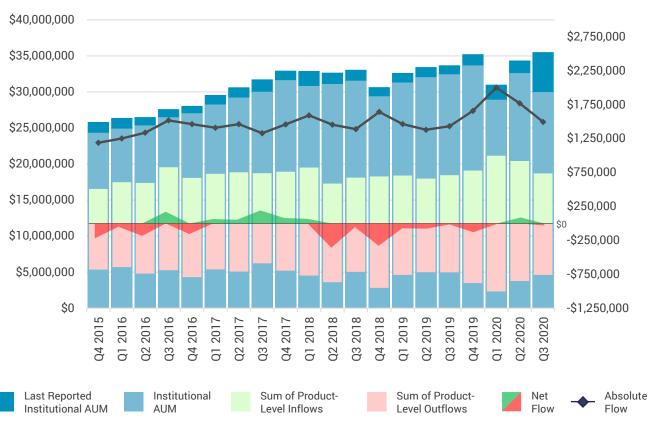
Traditional Institutional Flow Overview

With a second wave of the COVID-19 pandemic becoming evident across the globe, the volume of institutional net flows declined for a second consecutive quarter, though was still larger than each quarter of 2019, an indication activity in the institutional long-only space is still relatively high.

Net flow flipped back to negative in the quarter, though this was primarily due to redemptions from US Cash Management strategies, which experienced their largest net outflow since at least fifteen years. With the influence of cash management strategies removed, institutional net flow was positive in Q3.

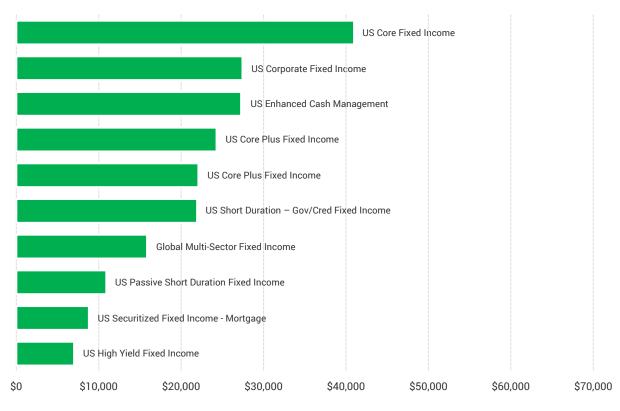
Inflows were primarily felt within fixed income categories with a preference for US exposure. All of the ten largest inflows in Q3 were fixed income universes and nine of the ten were US-focused. There were divergences, however, as investors allocated to short duration and redeemed from long duration strategies. US High Yield, which was the second most positively trending strategy universe in Q2, continued to see net inflows. Winrates within the universe were again above 50%, though the universe saw a decline in viewership activity in the quarter.

It was not long ago that passive strategies were often among the dominant inflow drivers, but that is not the case now. Four of the ten universes with the largest outflows in Q3 were passive strategies and going beyond the ten largest we see net outflows from Japan Passive Equity and US Passive Small Cap Equity. Of the fifteen eVestment passive equity universes, only two (Europe & ACWI ex-US) appear to have net inflows in Q3. In the last five years, Q3 2020 has the second largest outflow from passive equity strategies and the largest number of universes with net outflows.



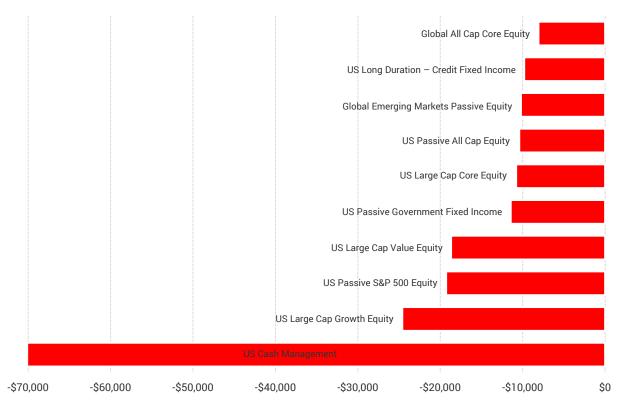
Institutional Assets & Flow – Last Five Years

Note: Values in \$mm



Largest Institutional Inflows – Current Quarter

Largest Institutional Outflows - Current Quarter



Note: Values in \$mm

Focus & Interest of Consultants: Global

eVestment tracks product profiles viewed by consultants by country where their views take place. Below are the most viewed strategies, and those with the largest increases in viewership captured in each region during the quarter.

Global All Cap Growth Equity was a clear area of interest among consultants across the globe in Q3. The strategy was among those with the highest increases in viewership captured from consultants within the US, UK, Middle East/Africa and Australia/New Zealand, and was the most

CANADA

Most Viewed

Global Large Cap Core Equity Global All Cap Core Equity *Canadian Large Cap Core Equity

Rising Interest

Global Large Cap Core Equity Global Large Cap Value Equity Global Large Cap Growth Equity

EUROPE EX-UK

Most Viewed *Global All Cap Growth Equity US High Yield Fixed Income *US Small Cap Growth Equity

Rising Interest

US Small Cap Growth Equity Global EM Fixed Income - Hard Currency US Long Duration Fixed Income viewed strategy among consultants in Europe ex-UK. Though not among the most positively trending universes this quarter after being #1 in Q2, the universe experienced win-rates near 60% for a second consecutive quarter in Q3.

The most viewed strategies within the US and Canada did not shift much from Q2, the only change being a return of a domestic interest among Canadian consultants. In Europe ex-UK, interest in US High Yield strategies remained high, but also a focus on growth equity.

UNITED STATES

Most Viewed

US Large Cap Value Equity US Large Cap Growth Equity US Small Cap Value Equity

Rising Interest

Global All Cap Growth Equity US Large Cap Growth Equity Global Large Cap Value Equity

UNITED KINGDOM

Most Viewed Global Large Cap Core Equity Global All Cap Core Equity *Diversified Growth Funds

Rising Interest Diversified Growth Funds Global All Cap Growth Equity UK All Cap Value Equity



*Universe was not among most viewed in the last quarter

Focus & Interest of Consultants: Global (cont.)

From consultants operating in the Middle East/ Africa, the focus is clearly on Global Equity across either All Cap or Large Cap, and inclusive of multiple styles, though Core was the primary focus while Growth was the place where the most new attention was focused.

Consultants in Asia ex-Japan showed rising interest in China Equity strategies, while from within Japan consultants showed new and

MIDDLE EAST/AFRICA

Most Viewed Global All Cap Core Equity Global Large Cap Core Equity *Global Large Cap Value Equity

Rising Interest

Global All Cap Growth Equity Global All Cap Value Equity Asia ex-Japan All Cap Growth Equity

JAPAN

Most Viewed Global All Cap Core Equity Global Large Cap Core Equity *EAFE Large Cap Core Equity

Rising Interest

EAFE Large Cap Core Equity EAFE All Cap Growth Equity ACWI ex-US All Cap Core Equity focused interest on ex-US strategies both EAFE and ACWI ex-US Equity.

Interestingly, only within Australia/New Zealand did consultants show elevated interest in Global EM Equity strategies, but when we look at where investors focused in Q3, we see much more interest. One explanation for this may be that investors are looking ahead of consultant directives.

ASIA EX-JAPAN

Most Viewed Global Large Cap Core Equity Global All Cap Core Equity *US Large Cap Growth Equity

Rising Interest

Greater China Equity Offshore China Equity EAFE All Cap Value Equity

AUSTRALIA/NEW ZEALAND

Most Viewed Australian Equity Shares - Long Only Global All Cap Core Equity *Global Emerging Mkts All Cap Core Equity

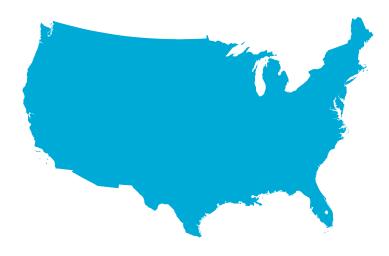
Rising Interest Global All Cap Growth Equity ACWI ex-US Small Cap Core Equity Infrastructure



Focus & Interest of Investors: North America

eVestment tracks the product profile views of investors by the country where their views take place. Below are the strategy universes receiving the most views, and the largest increases and decreases in viewership capture in the current quarter by investors in the United States and Canada.

Investors in the US shifted a large amount of attention toward Global Emerging Mkts Equity strategies in Q3, and Global EM All Cap Core was the second most viewed universe during the quarter. As mentioned on the prior page, US-based consultants did not exhibit the same viewership habits in Q3.



Investors in Canada focused most heavily on Global Core, and showed a rising interest in Global Growth Equity while turning away from domestic Core Equity strategies during the quarter. There were divergences between US and Canadian investors on Global EM interests.

Canadian investors turned attention toward Global EM Corporate Debt strategies, while Global EM Fixed Income was an area US investors turned away from. While we noted rising interest in Global EM Equity from within the US, Canadian investors showed declining interest.

UNITED STATES

MOST VIEWED

US Large Cap Value Equity *Global Emerging Mkts All Cap Core Equity Global All Cap Core Equity

RISING INTEREST

US Large Cap Value Equity Global Emerging Mkts Small Cap Equity Global Emerging Mkts All Cap Value Equity

FALLING INTEREST

US Large Cap Core Equity Global Large Cap Core Equity Global Emerging Mkts Fixed Income - Blended Currency

CANADA

MOST VIEWED

Global Large Cap Core Equity Global All Cap Core Equity *Global All Cap Growth Equity

RISING INTEREST

Global Emerging Mkts Fixed Income - Corporate Debt Global All Cap Growth Equity Global Large Cap Growth Equity

FALLING INTEREST

Canadian Large Cap Core Equity Canadian All Cap Core Equity Global Emerging Mkts All Cap Core Equity

*Universe was not among most viewed in the last quarter



Focus & Interest of Investors: EMEA

eVestment tracks the product profile views of investors by their country where views take place. Below are EMEA countries' most viewed strategies in the quarter, with countries colorcoded, and regionally in order, from most to least active on eVestment's platform.

The most active investors in EMEA in Q3 were within Saudi Arabia and they clearly had a focus on Global Emerging Mkts All Cap Equity strategies. MEA investors had elevated redemptions from Global EM Equity strategies (and fixed income) in Q2 2020 and so it is intriguing to see elevated attention there again in Q3.

Investors across Europe showed a diverse set of interests. While most attention within Denmark and the UK went to Global All Cap Equity strategies, neither the Netherlands nor Germany shared similar levels of interest. Investors within Germany continued to direct most of their attention to Global EM Fixed Income – Hard Currency strategies, while each of the universes focused on by investors in the Netherlands was new for the country in Q3 vs. Q2.



Europe

NETHERLANDS

*Global Convertibles *Global Emerging Mkts All Cap Core Equity *Japan All Cap Value Equity

DENMARK

Global All Cap Core Equity Global Large Cap Core Equity *Global All Cap Growth Equity

UNITED KINGDOM

Global All Cap Value Equity Global All Cap Core Equity Global Large Cap Core Equity

GERMANY

Global Emerging Mkts Fixed Income - Hard Currency *US Large Cap Growth Equity *Europe Fixed Income - Corporate

Middle East/Africa

SAUDI ARABIA

Global Emerging Mkts All Cap Core Equity *Global Emerging Mkts All Cap Growth Equity *Global All Cap Core Equity

UNITED ARAB EMIRATES

*Global All Cap Growth Equity *Global Sector Focus Equity *Global Large Cap Core Equity

KUWAIT

*Global All Cap Core Equity Global Large Cap Core Equity *Global Large Cap Value Equity

BAHRAIN

Global All Cap Growth Equity *Global Large Cap Growth Equity *Onshore China A-Shares Equity

Focus & Interest of Investors: APAC

eVestment tracks the product profile views of investors by their country where views take place. Below are APAC countries' most viewed strategies in the quarter, with countries color-coded, and regionally in order, from most to least active on eVestment's platform.

Investors in South Korea were the most active within the APAC region in Q3, something we have not seen in the prior editions of this report. Their interests in Q3 were mostly toward Global Large Cap and Core Equity strategies. Global All Cap Growth was a focus within Australia, Japan and China.

It is interesting how investor interests within Hong Kong, Thailand and Singapore were so different than those of their APAC peers. GTAA and Global Unconstrained Fixed Income were a focus within HK and Thailand, while investors in Singapore focused on China Equity, Global Credit and alternative strategies.

SOUTH KOREA

Global Large Cap Value Equity *Global Large Cap Core Equity *Global All Cap Core Equity

AUSTRALIA

Australian Equity Shares - Long Only Global All Cap Growth Equity Global All Cap Core Equity

JAPAN

Japan All Cap Core Equity *Global All Cap Growth Equity *Global Large Cap Core Equity

CHINA

Global All Cap Growth Equity Global Sector Focus Equity *Global Large Cap Growth Equity

HONG KONG

*Global Tactical Asset Allocation *Global Emerging Mkts Fixed Income - Corporate Debt *Global Unconstrained Fixed Income

THAILAND

*Global Tactical Asset Allocation *Global Unconstrained Fixed Income *Global Emerging Mkts Fixed Income - Local Currency

SINGAPORE

*Onshore China A-Shares Equity *Global Credit Fixed Income *Macro - Alternatives

*Universe was not among most viewed in the last quarter

Trending Universes & Drivers of Sentiment

Highlighting the ten eVestment primary universes seeing the largest shifts in investor sentiment and a detailed look at what is driving those themes.

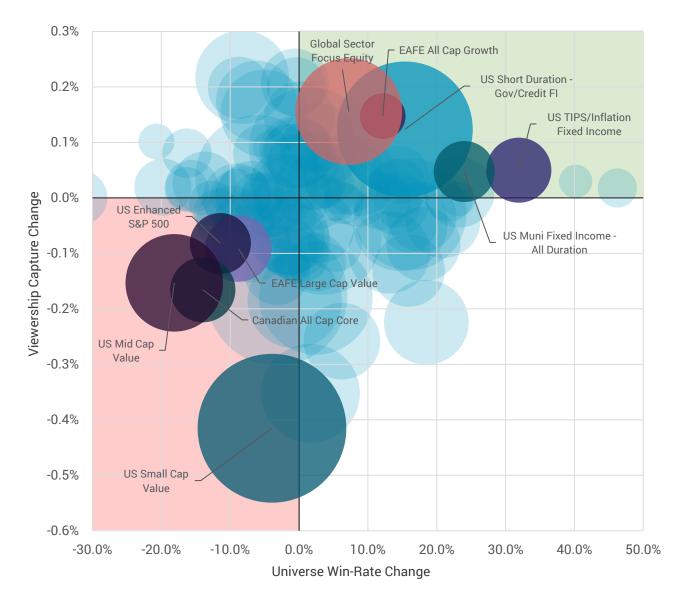
Trending Universes of Q3 2020

The diversity of strategies we saw among those positively and negatively trending in Q2 gave way to a clearly US-influenced group in Q3. This is the first time in producing this report that we have seen this level of influence on trends from within the US, which tells us on the surface that USinvestors and consultants were extremely active both in asset movement and platform activity in Q3, a sign heightened activity from within the US will continue.

Of the ten most trending universes in Q3 six were focused on US markets, whereas in Q2 and Q1 2020 there were only two and three, respectively. Each of the positively trending US universes were Fixed Income strategies and each of the negative trending were Equity-focused. Just outside the Top 5 for each group the theme of Growth vs. Core/Value persisted. Among the next five facing negative influences, Core made up three and Value Equity another. Among the positively trending just outside the top 5, interests in fixed income strategies continued, but Growth Equity was also prevalent.

WHAT DEFINES TRENDING UNIVERSES?

Trending universes are eVestment primary strategy universes which were among the 100 most important to investors and consultants in the current quarter, measured by absolute flow and viewership rankings, and experienced the largest changes in investor sentiment, measured by viewership capture and win-rate change.



US Short Duration – Gov/Credit Fixed Income

Win-rates across this universe have hovered around 40% for the last five years, but spiked in Q3 2020 to nearly 60%, by far the highest levels since at least 2015. Viewership capture by the universe began to tick higher at the beginning of 2020, jumping up from multi-year lows in Q1 2020. Both viewership increases and inflows were almost entirely a US-driven investor and consultant theme. There has been interest from investors in the Middle East in Q3. and from Europe-based consultants, but it pales in comparison to US influences.

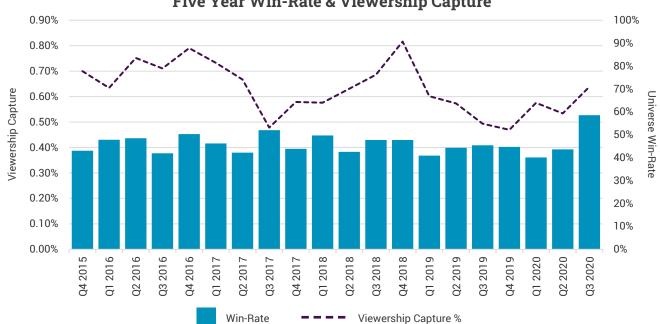
The universe is very large, in terms of AUM, though it is also among the more concentrated with nearly 70% of asset within the largest decile of managers, so while it is an established institutional universe, market share is not yet well distributed. The largest flows during the guarter enhance that point as each of the three largest inflows in Q3 went to the three largest reported AUM products in the universe.

Despite the universe's recent success, it attracted less attention than its number of constituents would expect (Share of Views less than proportion of active traditional products), though the universe did attract broader attention across its product base than it had on average over the prior four guarters.

Universe sentiment: Positive

Universe Key Metrics (\$mm)*

Institutional Assets	\$456,122
Institutional Market Share	1.56%
Reporting Managers	147
Active Products	213
Most Common Stated SMA Fee @ \$50M	22
Asset Concentration	68%
Institutional Net Flow in Quarter	\$21,938
Prior Year Net Institutional Flow	-\$6,062
Sum of Net Inflows	\$28,847
Market Share of Institutional Inflow	4.00%
Sum of Net Outflows	-\$6,909
Market Share of Institutional Outflow	0.91%
Win-Rate in Quarter	59%
Win-Rate Prior Year	43%
Views in Quarter	829
Share of Views	0.65%
% of Products Viewed in Quarter	63%
Avg. % of Products Viewed Prior 4 Quarters	58%



Products	of	Rising	Interest
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Payden & Rygel Low Duration 1-3 Year Government Credit

Reams Low Duration Fixed Income

Garcia Hamilton Fixed Income - Short Duration Opportunistic

Payden & Rygel Low Duration 1-3 Year Treasury

EARNEST Partners Short Duration Fixed Income

Products of Falling Interest

Sterling Short Term Fixed Income

Longfellow Short Duration

Merganser Short Term Bond 1-3 Year Gov/Credit

Galliard Short Intermediate Core Composite

Sawgrass Short-term Fixed Income

Most Active Investors & Consultants by Country		
Investors:	Consultants:	
United States	United States	
United Arab Emirates	United Kingdom	
Saudi Arabia	Canada	
NA	Netherlands	
NA	France	

-\$10,000

-2.0%

-1.5%

Largest Flow in Quarter*	3 YR Return	Rank*
Goldman Sachs US Short Duration Fixed Income	3.03%	73%
PIMCO Low Duration - Core Plus Full Authority	3.03%	73%
Wellington Short Bond	2.98%	76%
WA US Short Duration Constrained	3.27%	43%
Fidelity Short-Term Bond Fund	NA	NA

\$30,000 \$25,000 \$20,000 Vet Flow - Current Quarter \$15,000 \$10,000 \$5,000 UK Europe ex-UK Australia \$0 A/ME Japan Canada Asia ex-Japan -\$5,000

Flow & Viewership Drivers By Location

*Methodology for highlighted colors described in "Definition of Terms" section on Page 35.

-1.0%

-0.5%

0.0%

Change in Viewership

0.5%

1.5%

2.0%

1.0%

US TIPS / Inflation Fixed Income

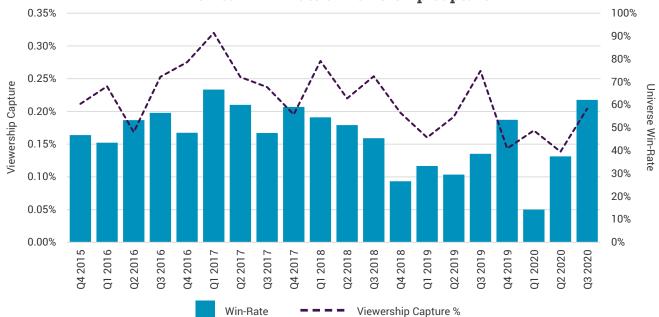
Prior to 2019, the US TIPS universe had winrates consistently around 50% which for a universe that had mixed net flows over that timeframe is a positive theme. At the end of 2018 through Q1 2020, win-rates mostly cratered along with no quarterly inflows. The recent spike in win-rates in Q3 to the second highest level in at least the last five years (Q1 2017) is likely a reaction from US investors in response to the US COVID-19 economic policy actions. A search of eVestment Market Lens documents highlights several plans making policy decisions to account for inflation expectations.

Universe metrics confirm this is a positive trend that might have been in different times. The universe is not large, nor small, it falls in the middle third of those of greatest importance. It captures fewer views than its constituent count would anticipate, and viewership became less broad in the quarter compared to the prior year. With overall light inflows, what we have here are investors inching into the universe a bit more broadly than the recent past. Whether this results in a longer-term positive theme we'll see, but the prevalence of public plan communications around inflation concerns is a positive piece of the puzzle to consider.

Universe sentiment: Positive

Universe Key Metrics (\$mm)*

Institutional Assets	\$109,411
Institutional Market Share	0.37%
Reporting Managers	36
Active Products	49
Most Common Stated SMA Fee @ \$50M	15
Asset Concentration	58%
Institutional Net Flow in Quarter	\$433
Prior Year Net Institutional Flow	-\$7,182
Sum of Net Inflows	\$2,610
Market Share of Institutional Inflow	0.36%
Sum of Net Outflows	-\$2,177
Market Share of Institutional Outflow	0.29%
Win-Rate in Quarter	62%
Win-Rate Prior Year	30%
Views in Quarter	265
Share of Views	0.21%
% of Products Viewed in Quarter	71%
Avg. % of Products Viewed Prior 4 Quarters	81%



Products of Rising Interest	
Vanguard I	nflation-Protected Securities Fund
BBH U.S. T	IPS
Quadratic I	nterest Rate Volatility and Inflation Hedge ETF
Wellington	TIPS
BlackRock	TIPS

Products of Falling Interest

Mellon US TIPS 1-10

PIMCO Real Return - US Long Term

Mellon US TIPS Barclays

JPM Inflation Managed Bond

AB TIPS Plus

Most Active Investors & Consultants by Country		La
Investors:	Consultants:	Va
United States	United States	Pir
Japan	Canada	PII
Netherlands	United Kingdom	
Canada	India	Dir
Germany	NA	T. F

Largest Flow in Quarter*	3 YR Return	Rank*
Vanguard Inflation-Protected Securities Fund	NA	NA
PineBridge US Inflation Protected Securities Strategy	5.58%	55%
PIMCO Real Return - US Long Term	13.02%	3%
Dimensional US Inflation Linked Fixed Income Strategy	6.11%	28%
T. Rowe Price US Short-Term Inflation Focused Bond Strategy	3.60%	98%

\$150 \$100 Europe ex-UK UK \$50 Canada Japan \$0 -\$50 A/ME Asia ex-Japan Net Flow - Current Quarter -\$100 -\$150 -\$200 -\$250 -\$300 -\$350 -\$400 -10% 10% 15% -15% -5% 0% 5% 20% Change in Viewership

Flow & Viewership Drivers By Location

*Methodology for highlighted colors described in "Definition of Terms" section on Page 35.

US Municipal Fixed Income – All Duration

The positive themes around the US Muni FI universe are almost entirely US-centric. The spike in viewership and win-rates in Q3 would also point to this being a COVID-driven theme. The increase of win-rates across the universe in Q3 to above 70% is a level we haven't seen in at least five years. With the allocations came a spike in viewership we have not seen since early 2017, which also occurred in tandem with rising win-rates, but not near the level seen in Q3 2020.

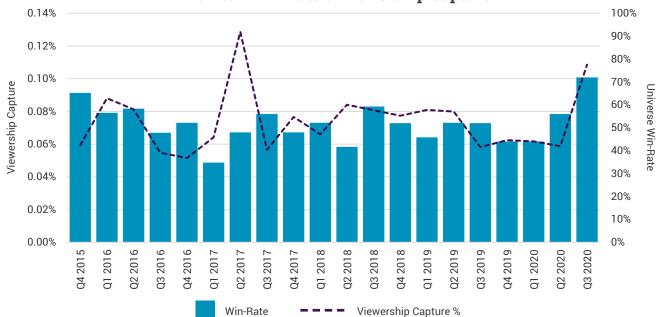
Each of the five largest flows in the quarter were positive and increases in viewership mostly corresponded with those products gaining assets in the quarter. While this was a US-centric story, it is worth noting there were small inflows from Japan and Europe ex-UK investors as well during the quarter.

The universe's institutional market share is relatively small, falling into the bottom third in terms of reported institutional AUM, and assets are relatively concentrated within the largest decile of managers. Lastly, while the breadth of products being viewed in the quarter declined from the prior year, it captured a higher proportion of interest than its constituent count would indicate, which is not common within fixed income universes of the eVestment platform.

Universe sentiment: Positive

Universe Key Metrics (\$mm)*

Institutional Assets	\$92,856
Institutional Market Share	0.32%
Reporting Managers	33
Active Products	43
Most Common Stated SMA Fee @ \$50M	25
Asset Concentration	68%
Institutional Net Flow in Quarter	\$4,783
Prior Year Net Institutional Flow	\$8,788
Sum of Net Inflows	\$5,006
Market Share of Institutional Inflow	0.69%
Sum of Net Outflows	-\$223
Market Share of Institutional Outflow	0.03%
Win-Rate in Quarter	72%
Win-Rate Prior Year	48%
Views in Quarter	141
Share of Views	0.11%
% of Products Viewed in Quarter	42%
Avg. % of Products Viewed Prior 4 Quarters	56%



Products of Rising Interest

MacKay Shields Municipal Investment Grade

BlackRock National Municipal Fund

Wells Fargo Municipal Plus

MacKay Shields Municipal Investment Grade Opportunities

NT Municipal Fixed Income Strategy

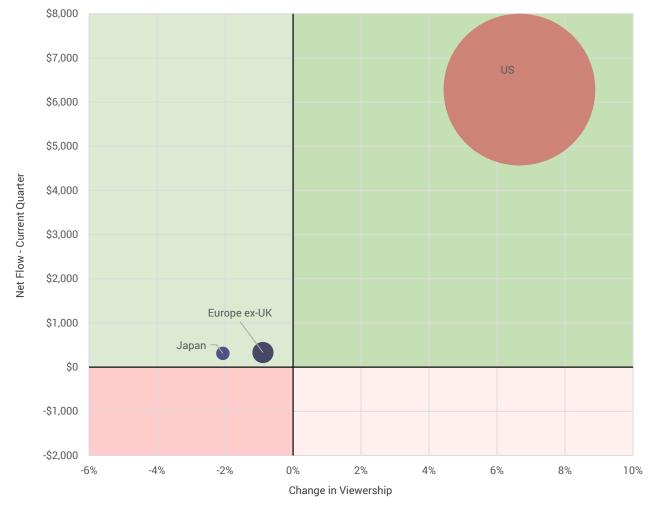
Products of Falling Interest Eaton Vance Municipal Opportunities First Principles Municipal Bond Strategy Nuveen Municipal Fixed Income Sage ESG Tax Sensitive Fixed Income

Columbia U.S. Social Bond

Most Active In & Consultants		Lar
Investors:	Consultants:	Mach
United States	United States	Well
South Korea	India	
United Kingdom	Canada	
NA	United Kingdom	Well
NA	NA	Мас

Largest Flow in Quarter*	3 YR Return	Rank*
MacKay Shields Municipal Investment Grade Opportunities	5.33%	3%
Wells Fargo Municipal	4.43%	58%
NT Municipal Fixed Income Strategy	4.48%	52%
Wellington Municipal Bond	4.54%	45%
MacKay Shields Municipal California	5.21%	10%

Flow & Viewership Drivers By Location



*Methodology for highlighted colors described in "Definition of Terms" section on Page 35.

EAFE All Cap Growth Equity

The most positively trending equity strategy in Q3 was driven more so by an increase in viewership capture in Q3 than rising win-rates. Win-rates at above 50% were very good for an active equity strategy, but they had been high in the prior two quarters especially when compared to languishing levels of success prior to 2019. Viewership interests came primarily from within the US, but both investors and consultants in Canada showed notable levels of interest.

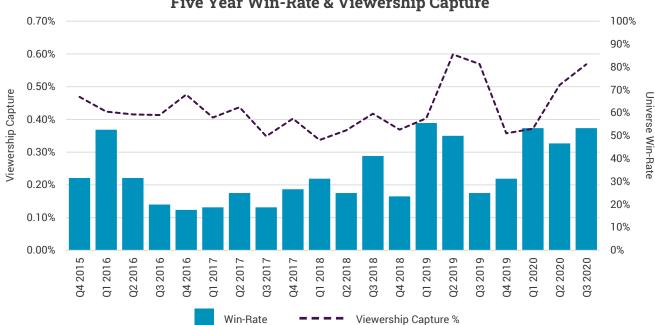
Universe metrics show many avenues for upside for managers. It is a relatively small institutional market, falling into the bottom third of market share and assets are currently concentrated among the top decile of reported AUM. From a viewership perspective the universe captures more interest than its constituent count would indicate, and viewership is relatively broadly distributed and has increased. A small universe where most products are being monitored at an increasing rate seems primed for product expansion.

Lastly worth noting is that flows in Q3 appeared highly driven by returns as the largest flow was an outflow from an underperforming product and the next three largest flows in Q3 were inflows to outperforming managers.

Universe sentiment: Positive

Universe Key Metrics (\$mm)*

Institutional Assets	\$70,827
Institutional Market Share	0.24%
Reporting Managers	16
Active Products	24
Most Common Stated SMA Fee @ \$50M	55
Asset Concentration	67%
Institutional Net Flow in Quarter	\$451
Prior Year Net Institutional Flow	-\$304
Sum of Net Inflows	\$1,573
Market Share of Institutional Inflow	0.22%
Sum of Net Outflows	-\$1,122
Market Share of Institutional Outflow	0.15%
Win-Rate in Quarter	53%
Win-Rate Prior Year	41%
Views in Quarter	738
Share of Views	0.58%
% of Products Viewed in Quarter	88%
Avg. % of Products Viewed Prior 4 Quarters	81%



McKinley Non-U.S. Developed Growth

McKinley Non-U.S. Developed Growth Plus

Walter Scott EAFE Strategy

Gryphon EAFE Equities

Walter Scott EAFE Dividend Growth Strategy

Products of Falling Interest

ClearBridge International Growth ADR

Harding Loevner EAFE Equity

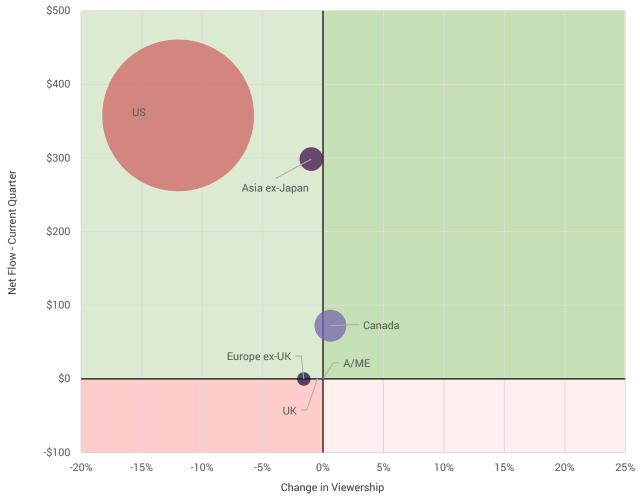
Principal Global International Growth Equity

ClearBridge International Growth ADR ESG

Wasatch International Select

Most Active Investors & Consultants by Country		Largest Flow in Quarter*	3 YR Return	Rank*
Investors:	Consultants:	Artisan Non-U.S. Growth	6.95%	63%
United States	United States	Walter Scott EAFE Strategy	10.90%	21%
Canada	Japan	ClearBridge International Growth (EAFE)	11.08%	16%
Saudi Arabia	Canada	Baillie Gifford Developed EAFE All Cap	9.24%	37%
South Korea Australia	United Kingdom Philippines	BNY Mellon International Stock Fund	NA	NA





*Methodology for highlighted colors described in "Definition of Terms" section on Page 35.

Global Sector Focus Equity

Finally, this guarter we come to our first universe whose influences are not coming primarily from within the US. Viewership capture by Global Sector Focus Equity strategies rose to the highest level since at least 2015. The biggest increase in viewership came from investors in the Middle East, from within UAF and Saudi Arabia. Interest was primarily directed toward precious metals and technology sector products, while it was technology sector products which saw the largest positive inflows in Q3.

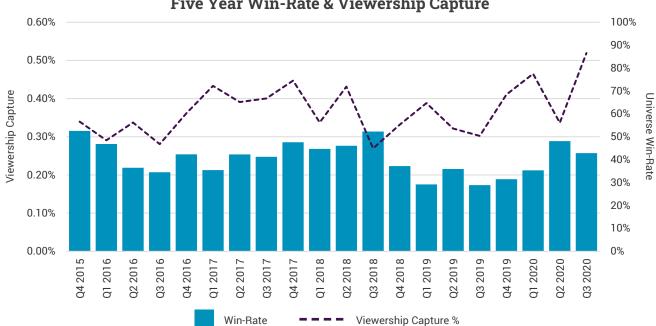
Universe metrics show this is a relatively small institutional market so far, but that assets are not very concentrated around the top decile. High asset concentration is generally viewed as a positive for a universe because it implies the potential for greater disbursement is possible with effective sales and marketing efforts.

Q3 was a very positive guarter in terms of flows for the universe, however, as inflows were higher than the universe size would indicate, and outflows were smaller. Additionally, the breadth of products being viewed was much larger than the average over the prior four quarters, illustrating much greater scrutiny across the product landscape.

Universe sentiment: Positive

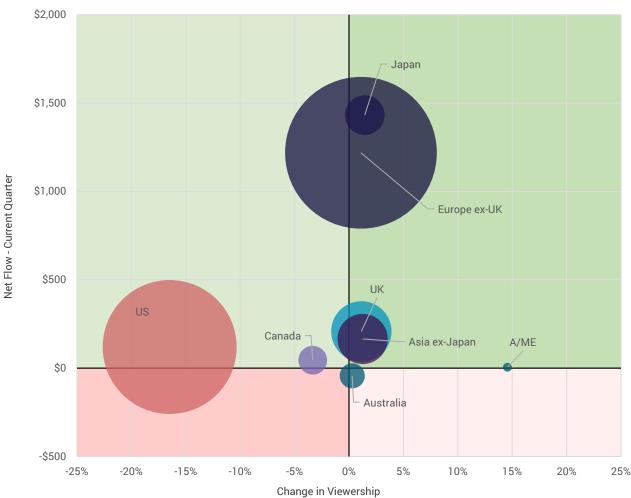
Universe Key Metrics (\$mm)*

Institutional Assets	\$73,163
Institutional Market Share	0.25%
Reporting Managers	78
Active Products	132
Most Common Stated SMA Fee @ \$50M	75
Asset Concentration	53%
Institutional Net Flow in Quarter	\$2,460
Prior Year Net Institutional Flow	-\$7,469
Sum of Net Inflows	\$4,212
Market Share of Institutional Inflow	0.58%
Sum of Net Outflows	-\$1,753
Market Share of Institutional Outflow	0.23%
Win-Rate in Quarter	43%
Win-Rate Prior Year	36%
Views in Quarter	653
Share of Views	0.51%
% of Products Viewed in Quarter	84%
Avg. % of Products Viewed Prior 4 Quarters	69%



Products of Rising Interest	Products of Falling Interest
First Eagle Gold Fund	SailingStone Global Natural Resources
BlackRock Technology Opportunities Fund	KBIGI Water Strategy
State Street SPDR Gold Shares ETF (GLD)	VanEck Global Hard Assets Strategy
RBC Global Precious Metals	Janus Global Life Sciences
Wellington Global Technology Opportunities	CoreCommodity Program - Founders Equity

Most Active Investors & Consultants by Country		Largest Flow in Quarter*	3 YR Return	Rank*
Investors:	Consultants:	T. Rowe Price Global Technology Equity Strategy	24.18%	15%
United Arab Emirates	United States	Wellington Global Technology Opportunities	24.31%	14%
Saudi Arabia	United Kingdom	BlackRock Technology Opportunities Fund	35.08%	1%
United States	Japan			
Australia	Canada	Wellington Global Health Care	13.02%	40%
China	Australia	Janus Global Technology Leaders	21.83%	22%



Flow & Viewership Drivers By Location

^{*}Methodology for highlighted colors described in "Definition of Terms" section on Page 35.

EAFE Large Cap Value Equity

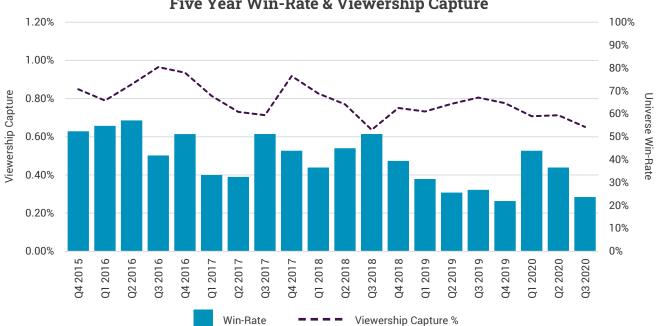
It is intriguing to see universes with the same regional exposures show up on different sides of the trending spectrum. In the case of EAFE Large Cap Value Equity, it is the difference between All Cap Growth being of high interest, and Large Cap Value seeing less interest. Looking at the win-rates within this universe, while they are very low, below 25%, they are coming off a period of some better breadth of success. Win-rates were near or below 30% for all of 2019, but they jumped quite a bit in Q1. Why allocations spiked is not clear, though given the lack of meaningful viewership increases prior it could have been a reaction to early pandemic-influenced market movements in the form of short-term rebalancing.

Universe metrics show negative sentiment and dissatisfaction with returns. Each of the five largest flows in the guarter were net outflows and the three largest outflows came from underperforming products. The sum of net inflows in the guarter shows almost no interest and both the current guarter win-rate and prior year win-rates place the universe in the bottom third of the 100 most important universes. One positive attribute for the universe is that it captures more views than its size would indicate, however in this case the viewership attention may be more due to negative factors for managers than positive.

Universe sentiment: Negative

Universe Key Metrics (\$mm)*

Institutional Assets	\$89,980
Institutional Market Share	0.31%
Reporting Managers	41
Active Products	51
Most Common Stated SMA Fee @ \$50M	70
Asset Concentration	61%
Institutional Net Flow in Quarter	-\$2,444
Prior Year Net Institutional Flow	-\$5,185
Sum of Net Inflows	\$79
Market Share of Institutional Inflow	0.01%
Sum of Net Outflows	-\$2,522
Market Share of Institutional Outflow	0.33%
Win-Rate in Quarter	24%
Win-Rate Prior Year	33%
Views in Quarter	828
Share of Views	0.65%
% of Products Viewed in Quarter	82%
Avg. % of Products Viewed Prior 4 Quarters	87%



Products of Falling Interest

Dimensional World ex US Large Cap Value Strategy

Mondrian Focused International Equity

Pzena International Value

AB International Value Equity

Causeway International Value Select

Products of Rising Interest

Harris International Equity

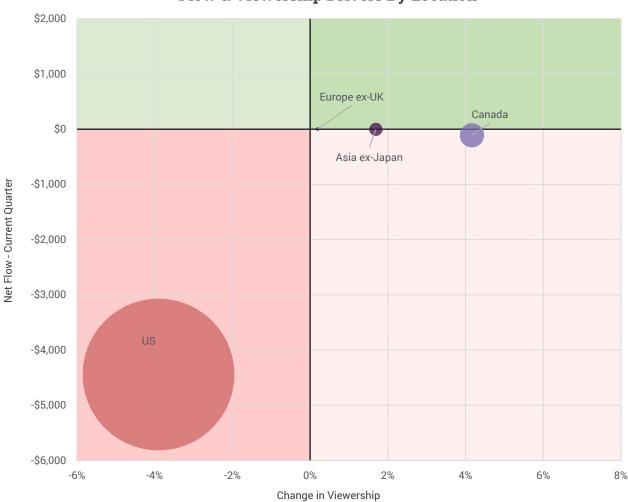
1607 Capital International Equity - EAFE

Cadence International Equity Income

Cambiar International Equity

Templeton EAFE Developed Markets Fund

Most Active Investors & Consultants by Country		Largest Flow in Quarter*	3 YR Return	Rank*
Investors:	Consultants:	Dimensional World ex US Large Cap Value Strategy	-6.44%	89%
United States	United States	Harris International Equity	-7.18%	95%
Canada	Japan	LSV International Large Cap Value Equity	-3.97%	68%
Australia	Canada			
Saudi Arabia	United Kingdom	Principal Overseas	NA	NA
NA	Philippines	Mondrian Focused International Equity	-1.85%	37%



Flow & Viewership Drivers By Location

*Methodology for highlighted colors described in "Definition of Terms" section on Page 35.

US Small Cap Value Equity

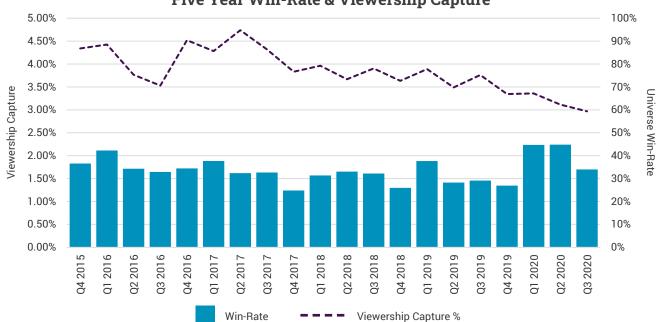
The second negative-themed equity universe is also a Value Equity universe, this time focused on US Small Cap markets. Probably the most interesting point here is that similar to the EAFE Large Cap Value universe, win-rates in Q1 and Q2 2020 had ticked up compared to prior guarters. As this came with even less evidence of rising viewership in prior quarters, rather a steady rhythm of decline, it makes it more likely those win-rate increases were reactionary to the pandemic-induced market environments. While it is a positive sign that investors appear willing to reallocate when the opportunity arises, Q3 data indicates that in absence of market dislocations, win-rates return to normal low-levels.

The universe is middle-of-the-pack in terms of institutional size and assets are relatively widely distributed, indicating that competition is high. The universe captured more outflows and fewer inflows than its size would suggest and the breadth of products being viewed also declined compared to the prior year. Two positive points are that the universe captures a large amount of views for its size, and that not all of the five largest flows were negative. Those that were negative came from underperforming products, and the two that saw net inflows were to products that have been performing relatively well.

Universe sentiment: Negative

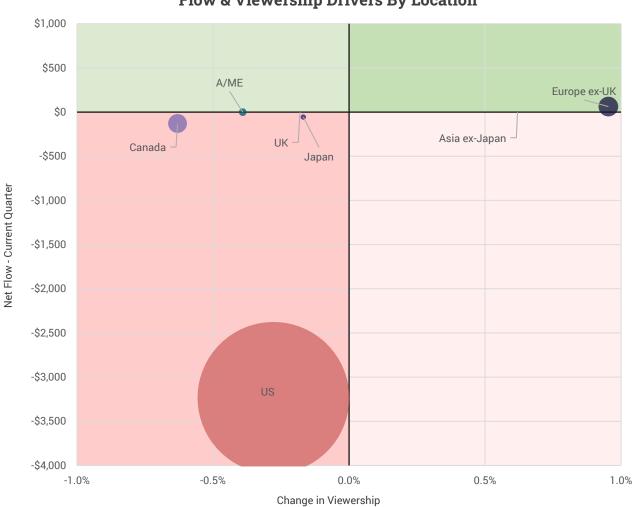
Universe Key Metrics (\$mm)*

Institutional Assets	\$137,326
Institutional Market Share	0.47%
Reporting Managers	203
Active Products	256
Most Common Stated SMA Fee @ \$50M	100
Asset Concentration	49%
Institutional Net Flow in Quarter	-\$1,812
Prior Year Net Institutional Flow	-\$13,717
Sum of Net Inflows	\$2,850
Market Share of Institutional Inflow	0.40%
Sum of Net Outflows	-\$4,682
Market Share of Institutional Outflow	0.62%
Win-Rate in Quarter	34%
Win-Rate Prior Year	37%
Views in Quarter	3624
Share of Views	2.83%
% of Products Viewed in Quarter	85%
Avg. % of Products Viewed Prior 4 Quarters	91%



Products of Falling Interest	Products of Rising Interest
Huber Small Cap Value	EARNEST Small Cap Value
MPAM Small Cap Value Equity	Bernzott US Small Cap Value
LMCG Small Cap Value	LSV Small Cap Value Equity (U.S.)
Cove Street Classic Value Small Cap	Cardinal Small Cap Value Equity
Burgundy U.S. Small Cap	Villanova Small Cap Value

Most Active Investors & Consultants by Country		Largest Flow in Quarter*	3 YR Return	Rank*
Investors:	Consultants:	Dimensional US Small Cap Value Strategy	-6.82%	86%
United States	United States	Southeastern Small-Cap Equity	NA	NA
Kuwait	United Kingdom	Segall Bryant & Hamil Small Cap Value	2.99%	8%
Canada	India		2.99%	0 /0
Netherlands	Philippines	ICM Small Cap Value Equity	-2.68%	38%
United Kingdom	Germany	DGHM V2000 SmallCap Value	-5.08%	68%



Flow & Viewership Drivers By Location

*Methodology for highlighted colors described in "Definition of Terms" section on Page 35.

US Enhanced S&P 500 Equity

While this is a negative theme on a US-centric universe, the negative sentiment is not driven by US-investors. First, win-rates in the universe are low, but they have historically been relatively low and the negative ranking for Q3 is mostly due to a spike of interest at the beginning of 2020.

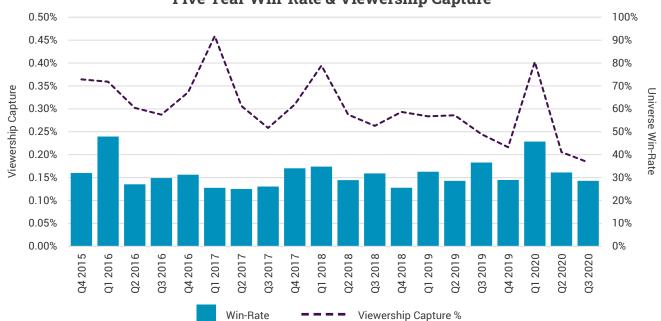
US investors actually accounted for net inflows to the universe in Q3, but those flows were more than offset by redemptions from Middle East investors, though outflows also appear to have been from Asia ex-Japan and Europe ex-UK. If viewership is a more specific indication of the source of outflows, investors from China and UAE were among the more active in Q3. Looking very closely at the outflows, while four of the five largest productlevel flows in the quarter were net outflows, significant underperformance over the last three years appears to have been a driver for outflows being very concentrated.

Looking very closely at the largest flows in the quarter, while four of the five were outflows, the largest flow was a very large outflows. Given three-year returns, the highest redemptions from this segment appeared to be from concerns over relative underperformance.

Universe sentiment: Negative

Universe Key Metrics (\$mm)*

Institutional Assets	\$98,457
Institutional Market Share	0.34%
Reporting Managers	38
Active Products	43
Most Common Stated SMA Fee @ \$50M	35
Asset Concentration	60%
Institutional Net Flow in Quarter	-\$3,544
Prior Year Net Institutional Flow	-\$19,217
Sum of Net Inflows	\$460
Market Share of Institutional Inflow	0.06%
Sum of Net Outflows	-\$4,004
Market Share of Institutional Outflow	0.53%
Win-Rate in Quarter	29%
Win-Rate Prior Year	40%
Views in Quarter	234
Share of Views	0.18%
% of Products Viewed in Quarter	77%
Avg. % of Products Viewed Prior 4 Quarters	85%



Products of Falling Interest

AQR US Enhanced Equity

T. Rowe Price US Structured Research Equity Strategy

JPM US REI 150

DoubleLine Shiller Enhanced CAPE

PIMCO StocksPLUS Enhanced Equity

Products of Rising Interest

Intech U.S. Enhanced Plus

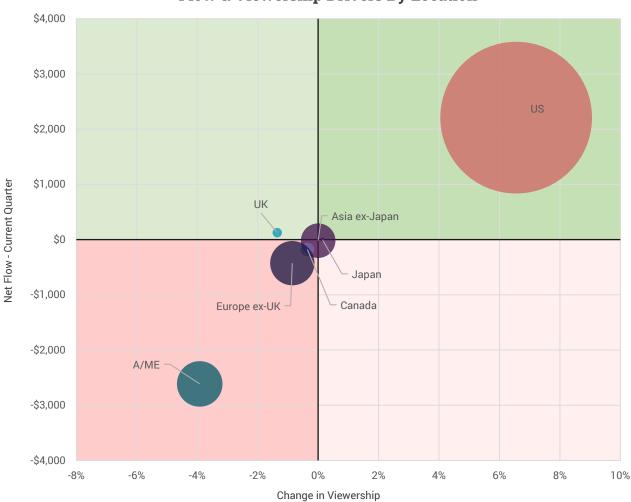
D. E. Shaw Large Cap Core Enhanced Strategy

Xponance Market Plus

Churchill Equity Growth and Value

BNY Tax Managed Equity S&P 500 Strategy

Most Active Investors & Consultants by Country		Largest Flow in Quarter*	3 YR Return	Rank*
Investors:	Consultants:	AQR US Enhanced Equity	8.51%	94%
United States	United States	T. Rowe Price US Structured Research Equity Strategy	13.16%	15%
China	Canada	Intech U.S. Enhanced Plus	11.81%	53%
United Arab Emirates	United Kingdom		11.01%	55 %
Germany	Germany	Xponance Market Plus	10.36%	76%
Japan	NA	NT Tax Advantaged S&P 500 Strategy	12.30%	41%



Flow & Viewership Drivers By Location

*Methodology for highlighted colors described in "Definition of Terms" section on Page 35.

Canadian All Cap Core Equity

Another non-Growth Equity universe and another spike of interest entering Q1 2020 followed by a return to prior low levels of success. For the Canadian All Cap Core Equity universe, this is primarily a domestic set-back and similar to the other negatively trending equity universes, appears heavily influenced by underperforming managers during an unanticipated market environment.

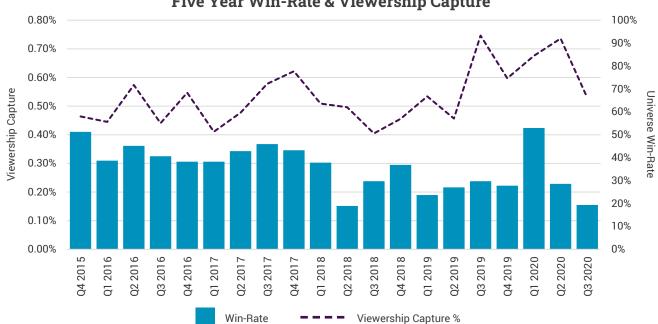
This is a relatively small universe in terms of both reported institutional AUM and constituent count, but it is of high interest to domestic investors and consultants. The universe captured views in Q3 well above what its constituent counts would indicate and views are very broadly dispersed across reporting managers, though the breadth did decline in Q3 compared to the prior four quarters.

One thing that keeps coming to mind when seeing multiple core and value strategies with negative trend mainly due to apparent interest just before the onset of the pandemic is that there is interest in the other side of this growth vs. core/value story, but it appears the dynamics of the pandemic put it on hold.

Universe sentiment: Negative

Universe Key Metrics (\$mm)*

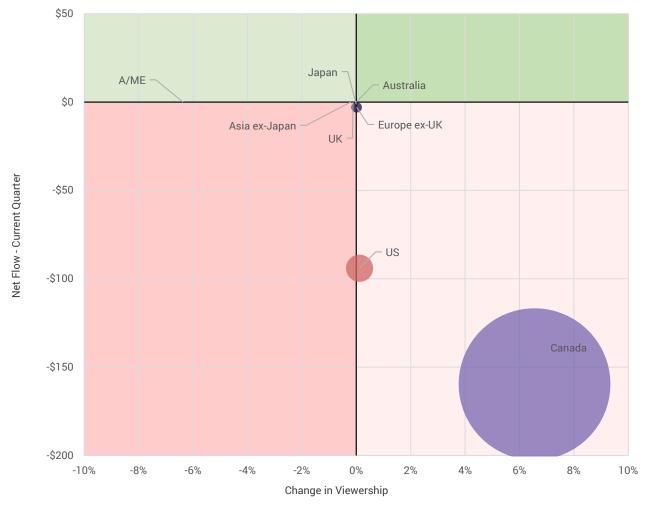
Institutional Assets	\$37,857
Institutional Market Share	0.13%
Reporting Managers	30
Active Products	49
Most Common Stated SMA Fee @ \$50M	27
Asset Concentration	46%
Institutional Net Flow in Quarter	-\$113
Prior Year Net Institutional Flow	-\$3,549
Sum of Net Inflows	\$676
Market Share of Institutional Inflow	0.09%
Sum of Net Outflows	-\$789
Market Share of Institutional Outflow	0.10%
Win-Rate in Quarter	19%
Win-Rate Prior Year	33%
Views in Quarter	683
Share of Views	0.53%
% of Products Viewed in Quarter	90%
Avg. % of Products Viewed Prior 4 Quarters	95%



Products of Falling Interest	Products of Rising Interest
Gluskin Sheff Premium Income Portfolio	CC&L Equity Income & Growth
Triasima Canadian All Capitalization Equity	Galibier Canadian Equity Pool
MFS Low Volatility Canadian Equity	FCAM Canadian Core Equity
CC&L Group Income & Growth	Guardian Canadian Focused Equity
CC&L Group Canadian Equity Fund	CI Cambridge All Canadian Equity Fund

Most Active Investors & Consultants by Country		Largest Flow in Quarter*	3 YR Return	Rank*
Investors:	Consultants:	Triasima Canadian All Capitalization Equity	-0.33%	68%
Canada	Canada	DGIA Canadian Equity Strategy	NA	NA
United States	United States	FCAM Canadian Systematic Equity	4.06%	16%
Netherlands	India			
NA	United Kingdom	Galibier Canadian Equity Pool	2.81%	36%
NA	Mexico	CC&L Fundamental Canadian Equity	3.90%	18%

Flow & Viewership Drivers By Location



*Methodology for highlighted colors described in "Definition of Terms" section on Page 35.

US Mid Cap Value Equity

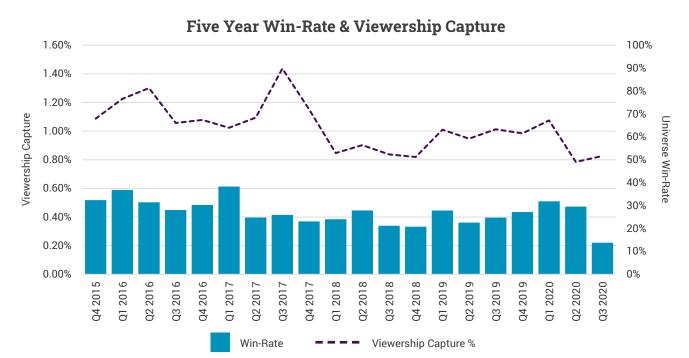
Win-rates for this universe have hovered around 25% for several quarters and prior to, yes, Q1 2020, had not been above 30% since the beginning of 2017. That is a difficult environment to operate within for managers, when less than 1/3 of the universe is receiving net new money quarter after quarter. However, win-rates were starting to tick upward in the second half of 2019. In Q1 and even into Q2, win-rates were higher than they had been in two years, but then allocations stopped and win-rates fell to likely among the lowest levels on record, but at least within the last five years.

This is again a US-centric story, though unlike some of the other negatively trending universes, the largest flows in Q3 were not outflows among underperforming strategies. If fact four of the five largest flows in Q3 were outflows from products which all have been performing relatively well.

Universe sentiment: Negative

Universe Key Metrics (\$mm)*

Institutional Assets	\$124,542
Institutional Market Share	0.43%
Reporting Managers	91
Active Products	110
Most Common Stated SMA Fee @ \$50M	70
Asset Concentration	63%
Institutional Net Flow in Quarter	-\$6,225
Prior Year Net Institutional Flow	-\$14,415
Sum of Net Inflows	\$191
Market Share of Institutional Inflow	0.03%
Sum of Net Outflows	-\$6,415
Market Share of Institutional Outflow	0.85%
Win-Rate in Quarter	14%
Win-Rate Prior Year	32%
Views in Quarter	1066
Share of Views	0.83%
% of Products Viewed in Quarter	75%
Avg. % of Products Viewed Prior 4 Quarters	80%



Products of Falling Interest	Products of Rising Interest
Iridian Private Business Value/Mid-Cap Equity	LSV Mid Cap Value Equity (U.S.)
Hotchkis & Wiley Mid-Cap Value	WEDGE Mid Cap Value
TSW Mid Cap Value	EARNEST Mid Cap Value

Sterling Mid Cap Value

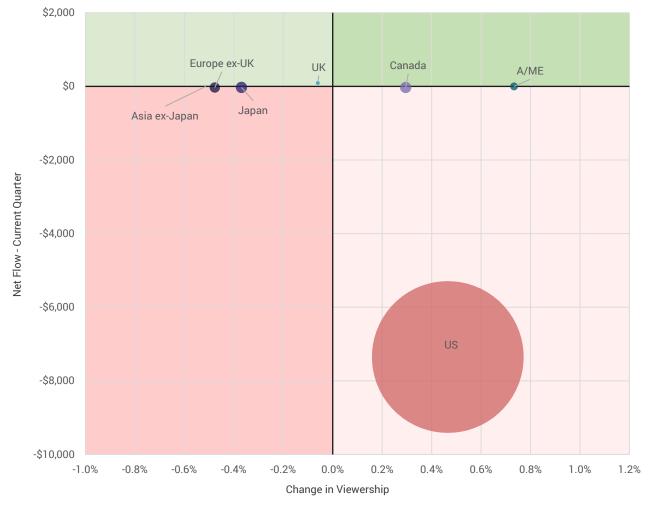
Sasco Contrarian Value Equity

Reinhart Partners Focused Private Market Value Equity

American Century U.S. Mid Cap Value

Most Active Investors & Consultants by Country		Largest Flow in Quarter*	3 YR Return	Rank*
Investors:	Consultants:	Special U.S. Mid Cap Value Equity	2.64%	20%
United States	United States	Sycamore Mid Cap Value Equity	3.87%	15%
Kuwait	India	John Hancock Disciplined Value Mid Cap Fund	NA	NA
Oman	Canada	Boston Partners Mid Cap Value Equity	1.000	0.5%
Canada	United Kingdom		1.23%	35%
United Kingdom	Philippines	NSCM Mid Cap Value Equity	6.75%	6%

Flow & Viewership Drivers By Location



*Methodology for highlighted colors described in "Definition of Terms" section on Page 35.

Methodology & Interpretations

DEFINITION OF TERMS

ASSET CONCENTRATION:

Calculated as the proportion of reported institutional assets within the largest decile of reported assets. Values in green indicate high concentration and is considered positive as there are opportunities to win market share.

CURRENTLY MOST IMPORTANT UNIVERSES:

eVestment maintain over 340 primary strategy universes. For universes to be among the currently most important to investors and consultants, they must be among the 100 with the highest rankings of absolute product level net institutional flow, and most product views by investors and consultants in the current guarter.

INSTITUTIONAL MARKET SHARE:

Calculated as the sum of reported institutional assets for the primary universe, divided by all institutional assets reported across all of eVestment's traditional primary universes. Values in green indicate the universe is in the smallest third of the 100 most important indicating it is an emerging universe with room to grow. Red indicates the inverse and black indicates it is within the middle third.

LARGEST ASSET FLOWS:

This is a list of the five products with the largest absolute flows during the quarter. Products highlighted in green had net inflows while those in red had net outflows.

MARKET SHARE OF INFLOW/OUTFLOW:

Calculated as the universe's sum of net inflows/outflows divided by the sum of calculated net inflows/outflows within eVestment primary universes in the current period. Values in green/red mean the universe is capturing a greater amount of inflows/outflows than their relative universe size would indicate.

MOST ACTIVE INVESTOR & CONSULTANT VIEWERS TABLE:

eVestment tracks the specific country of origin of investor and consultant client views of asset managers' product profiles. A more granular investor type is also captured. This table displays the five very specific country and client type which were the dominant viewers of products in the universe in the current quarter.

MOST COMMON STATED SMA FEE @ \$50MM:

Calculated as the most common (modal) reported management fee for separately managed accounts for a \$50 million mandate size.

MOST VIEWED:

eVestment tracks the number of times investors and consultants around the world view individual product profiles. Most viewed for any category is simply the universe with the greatest number of product profile views.

PERCENTAGE OF PRODUCTS VIEWED IN QUARTER:

eVestment tracks the number of times investors and consultants around the world view individual product profiles. Most viewed for any category is simply the universe with the greatest number of product profile views.

PRODUCTS OF RISING/FALLING INTEREST:

Calculated as the proportion of products within the universe which received any investor/consultant views in the quarter divided by the number of products in the universe. Values in green mean a higher proportion of products in the universe are receiving attention in the current quarter compared to the average of the percentages in the prior four quarters.

RANK:

Percentile rank of three year return (in USD) against all products within the primary universe with three year returns available in USD through the current quarter.

SHARE OF VIEWS:

Calculated as the sum of product profile views for the universe in the given quarter, divided by all traditional product profile views in the quarter. Values in green mean the universe is attracting a higher proportion of views than its proportion of constituents. Red indicates the inverse.

SUM OF NET INFLOW/OUTFLOW:

Calculated as the sum of institutional net flow at the product level for those products within each universe with net inflows/ outflows.

THREE YEAR RETURN:

Annualized three-year return through the current quarter.

UNIVERSE WIN-RATE CHANGE:

Calculated as the universe's win-rate in the current quarter, minus its win-rate in the prior year. Both calculations require asset flows to have been calculated for the full period.

UNIVERSES OF RISING/FALLING INTEREST:

A metric of redistribution of views across the eVestment platform. Calculated as the universe's viewership capture in the current quarter minus the viewership capture in the one year period prior. Universes ranking high for rising (falling) interest captured (lost) the most viewership in the current period compared to the prior year.

VIEWERSHIP CAPTURE:

eVestment tracks the number of times investors and consultants around the world view individual product profiles. Viewership Capture is the proportion of platform-wide views in a given period captured by a given product, manager, firm or universe.

VIEWERSHIP CAPTURE CHANGE:

The proportion of views captured in the current quarter minus the proportion of views captured in the prior year. This metric is used to measure trends in interest because it focuses on where interest is being directed most heavily, while normalizing for varying levels of total views over time.

WIN-RATES:

Calculated as the number of products within a universe which had inflows in a given period, divided by the number of products with flow information calculated in the given period. Win-rates are a measure of the breadth of interest in a strategy. High win-rates indicate broad investor interest in a strategy and are a very positive measure of institutional interest.

TRENDS CHART INTERPRETATIONS

TRENDING UNIVERSES CHART:

The chart contains two major cohorts (a group of multi-colored bubbles and a group of blue transparent bubbles) which are all compared using three metrics. The two cohorts comprise the 100 eVestment primary universes of greatest interest to investors and consultants in the current quarter. The group of multiple colors and labeled, which are those deemed to have the most positive and most negative current themes. The group all in blue are the 90 that, while important, have less significant themes.

A universe experiencing a meaningful trend moment in the current quarter is defined using the metrics of win-rate change (X-axis) and viewership capture change (Y-axis). The size of each bubble is determined by the relative number of constituents in the universes; largest bubble = most products, etc.

Win-rate change is important because it indicates there has been a shift in the breadth of interest for products within the universe. Universes with highly positive win-rate changes are seeing a much larger proportion of products receiving net new allocations in the quarter compared to the prior year. Universes with highly negative win-rate changes are seeing far fewer products receiving net new allocations in the quarter compared to the prior year.

Viewership capture change is important because it indicates there has been a shift of attention either towards or away from specific strategies. Universes with large increases in viewership capture are seeing a lot more interest from investors and consultants than they were in the prior year, and those with large decreases may have been of high interest in the prior year, but are no longer a focus of investors and consultants.

Both win-rate changes and viewership capture changes a true signs of increasing or decreasing investor sentiment toward various strategies.

WIN-RATE AND VIEWERSHIP CAPTURE TREND CHART:

The span of this chart covers five years through

the current quarter. Each bar or point on the line is the win-rate for the universe in the given quarter and the proportion of views captured by universe in the given quarter. The chart is designed to put the current values in context to an extended prior period. The chart will show whether the current readings are a very new positive or negative theme, or the resumption of a generally positive or negative theme which for some reason or another had abated.

A viewership capture measure of 1% can be interpreted as in the given quarter, products within the universe captured 1% of all the product profile views by investors and consultants on eVestment's platform in the quarter. A win-rate of 50% in a quarter means that half of all products in the universe experienced net inflows in the quarter.

FLOW AND VIEWERSHIP DRIVERS BY LOCATION CHART:

The chart represents three metrics; net flow in the current quarter (Y-axis) by investor domicile, the change in the universe's viewership by investor/ consultant's domicile (X-axis) and total reported AUM by investor domicile, represented by the relative size of each domicile's bubble.

The change in the universe's viewership by domicile is the least intuitive of these metrics. The goal of the metric is to illustrate the change in how views from around the world directed to the universe changed in the current quarter compared to the prior year. For example, if there were 100 product views to the US All Cap Core Equity universe in the current quarter and 50 of them came from US investors/consultants, then the current value for the US is 50%. If the US had accounted for 100% of views to the universe in the prior year, then the change in viewership for the US would be 50% - 100% = -50%.

The sum of all changes in viewership by domicile equals 100%, so the decline in views coming from the US would show up as increases in one or multiple other regions. Large increases or decreases in proportions of views from any given region are a signal of a meaningful theme.



In this day and age, how someone can effectively do their job without eVestment in the institutional market space is beyond me.

Partner

Gløbal Asset Manager Firm

At the center of the global institutional ecosystem

Investors

Screen more than \$78T AUM of reporting managers worldwide on eVestment to find those that best meet investment objectives.

Consultants

Rely on eVestment as the backbone of manager research, screening 23,000 products across 600+ tiered universes.

Asset Managers

Use eVestment as a mission-critical tool to raise more assets, reaching more than 1,036 institutional investors and consultants.

Private Markets

Leverage eVestment Private Markets' purpose-built research and analytics tools to uncover new insights and efficiencies.

For information about our data and solutions, please email solutions@evestment.com.

ABOUT EVESTMENT

eVestment, a Nasdaq company, provides institutional investment data, analytics and market intelligence covering public and private markets. Asset managers and general partners reach the institutional marketplace through our platform, while institutional investors and consultants rely on eVestment for manager due diligence, selection and monitoring. eVestment brings transparency and efficiency to the global institutional market, equipping managers, investors and consultants to make data-driven decisions, deploy their resources more productively and ultimately realize better outcomes.

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