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SI Research

2017 In-Depth Research Calendar

DATE	REPORT NAME	PRACTICE	FREQUENCY	ANNUAL PRICE (USD)
FEBRUARY	Subadvisory Insights (4Q)	Institutional asset management	Quarterly	$7,500*
MARCH	Asia Cross-Border Insights (4Q)	Product strategy & development	Quarterly	$15,000*
MARCH	Global Whitepaper Series—Global Retirement	Retirement	Annual	$5,000
MARCH	DC Retirement Insights (4Q)	Retirement	Quarterly	$7,500*
MAY	Subadvisory Insights (1Q)	Institutional asset management	Quarterly	$7,500*
MAY	529 College Savings—529 Industry Analysis	College Savings	Annual	$8,000
JUNE	Asia Cross-Border Insights (1Q)	Product strategy & development	Quarterly	$15,000*
JUNE	Fund Sales Benchmarking Report	Retail distribution	Annual	$7,500**
JUNE	Retirement Market Sizing Report	Retirement	Annual	$15,000
JUNE	DC Retirement Insights (1Q)	Retirement	Quarterly	$7,500*
JULY	Global Whitepaper Series—Fintech	Retail distribution	Annual	$5,000
AUGUST	Subadvisory Insights (2Q)	Institutional asset management	Quarterly	$7,500*
AUGUST	DC Retirement Insights (2Q)	Retirement	Quarterly	$7,500*
SEPTEMBER	Asia Cross-Border Insights (2Q)	Product strategy & development	Quarterly	$15,000*
SEPTEMBER	Global Whitepaper Series—Investment Funds	Institutional asset management	Annual	$5,000
SEPTEMBER	Asset Management Industry Market Sizing	Household wealth	Annual	$25,000
OCTOBER	State of Retail Distribution	Retail distribution	Annual	$15,000
NOVEMBER	Analysis of External Fund Distribution Costs	Retail distribution	Annual	$15,000**
NOVEMBER	Subadvisory Insights (3Q)	Institutional asset management	Quarterly	$7,500*
NOVEMBER	DC Retirement Insights (3Q)	Retirement	Quarterly	$7,500*
DECEMBER	Asia Cross-Border Insights (3Q)	Product strategy & development	Quarterly	$15,000*
DECEMBER	Global Whitepaper Series—Shift to Fee-Based Models	Retail distribution	Annual	$5,000
DECEMBER	529 College Savings—529 Distribution Analysis	College Savings	Annual	$8,000

Household wealth | Product strategy & development | Retail distribution | Retirement | Institutional asset management | College savings

*Single edition pricing available; **Discount for survey participants

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2017 In-Depth Research Agenda

HOUSEHOLD WEALTH

Asset Management Industry Market Sizing Report

This report frames the entire investment products market place in a way for asset managers to identify opportunities, and to benchmark expectations and progress. The household balance sheet of the U.S. consumer serves as the foundation for analyzing growth trends and projections for products and channels. The report sets out flows and asset projections at 5- and 10-year intervals. Investments covered in 2017 include mutual funds, ETFs, SMAs, subadvisory mandates, institutional relationships and private investments.

Perceptive organizations employ household balance sheet and market sizing research as an essential planning tool to establish priorities and monitor performance. The analysis relies on data from across the SI organization as well as surveys and third-party and public information. A critical client deliverable for the research is the live presentation (web or onsite) of the findings.

September; $25,000

PRODUCT STRATEGY & DEVELOPMENT

Asia Cross-Border Insights

The Asia Cross-Border study provides a quarterly evaluation of trends in the three Asian markets that are most important to asset managers offering cross-border funds directly to retail investors: Hong Kong, Taiwan, and Singapore. This quarterly report series combines assets and net flows of both local and cross-border funds, providing a holistic picture of mutual fund trends and distribution dynamics in the regions, also highlighting successful managers and funds with mini case studies.

This in-depth qualitative analysis is supplemented with a monthly Asia Cross-Border & Local Snapshot report. The Cross-Border coverage provides a timely update on the top- and bottom-selling Morningstar categories for cross-border funds sold in each region, measured by gross and net sales, and containing comparative performance and risk analysis. The Local coverage focuses on the latest developments, top active local fund managers, product and distribution innovations, as well as regulatory updates. This series will provide a single source for asset managers to benchmark their success across markets in Asia as well as identify and prioritize opportunities in cross-border markets.

*Quarterly (March, June, September, December); $15,000**

RETAIL DISTRIBUTION

State of Retail Distribution

This new report unlocks multiple SI data sources to provide the definitive research on trends and dynamics of asset management distribution through intermediated channels. The analysis revolves around investment platform design and trends, along with insights on how asset managers build relationships with distributors and advisers. The report includes a framework for determining best opportunities for asset managers across the intermediated landscape.

SI is uniquely positioned to provide a holistic and multi-perspective approach to distribution research. Data comes from across the SI ecosystem and third-party sources to provide evidence-based analysis on adviser behavior and practice evolution, broker-dealer platform growth, product mix and asset manager distribution organization developments. This study provides essential strategic guidance for asset management distribution organizations with a focus on intermediated distribution, as well as a competitive assessment for broker-dealers, clearing firms and turn-key asset management providers (TAMPs). A critical client deliverable for the research is the live presentation (web or onsite) of the findings.

October; $15,000

Global Whitepaper Series–Fintech

This study provides an aggregation and overview of key trends underpinning the development of the fast growing FinTech space. Technology not only transcends geographic borders, but also the borders between industries. The implication is that the asset management industry is increasingly open to trying new technological tools, but is also under pressure from new market entrants and changes in how business has traditionally been done.

The Global Whitepaper Series incorporates data and insight from across the SI ecosystem, allowing for a forum for clients to tap into SI's house view on trends and opportunities within a global framework.

June; $5,000

continued

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2017 In-Depth Research Agenda *continued*

RETAIL DISTRIBUTION (continued)

Global Whitepaper Series–Shift to Fee-Based Models

This study provides an exploration of the market forces and regulatory developments that have accelerated the pace of change in financial adviser practice models around the world, particularly towards fee-based advice models. Clients benefit from learning about the trends and success stories from across different regions as differing market dynamics force creative approaches from distributors and asset managers.

The Global Whitepaper Series incorporates data and insight from across the SI ecosystem, allowing for a forum for clients to tap into SI's house view on trends and opportunities within a global framework.

December; $5,000

Fund Sales Benchmarking Report

This annual report provides valuable clarity and benchmarking of share class pricing and distribution channel trends within the adviser-sold space, along with 10+ years of historical trending data. It is based on a proprietary SI survey of mutual fund managers, who last year reported over $1 trillion of gross fund sales.

This analysis sheds insight on pertinent developments such as zero/zero share class adoption and pricing demands within fee-based platforms, as well as current and future impact of regulation and other market forces to share class use. It also provides benchmarking of sales growth across key adviser-sold distribution channels, including breakouts of fee-based platform and the defined contribution investment-only sales.

*June; $7,500***

Analysis of External Fund Distribution Costs

This annual report, in its 5th year, provides unique data around payment streams between fund managers and distributors (sub-TA, revenue sharing, etc.) to assist in benchmarking of such fees, as well as analysis of distribution profitability metrics to help drive efficient distribution strategy. The report includes unique data collected from a proprietary SI survey of mutual fund managers, with results segmented across each of the Wirehouse, Independent/Regional BD and Fund Supermarket channels.

For funds' Boards of Directors, this study can also serve as an important part of the intermediary oversight process by providing valuable framework and benchmarking of current industry payment realities.

*November; $15,000***

RETIREMENT

Global Whitepaper Series–Global Retirement

This report puts forth an analysis of the current state, challenges and opportunities presented by the retirement industry worldwide. As more asset managers shape corporate strategy around the forces of the retirement trend, this research provides a comprehensive view of different factors impacting opportunities across the globe.

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March; $5,000

Retirement Market Sizing Report

The U.S. retirement market is a tremendous source of assets for asset managers, but the market is in constant flux from competitive, regulatory and demographic developments. This new annual report provides an indispensable planning and benchmarking tool for asset managers by providing detailed defined contribution market sizing and five-year forecasts by plan type, plan size, and vehicle structure.

SI is uniquely positioned to deliver the most in-depth look at the retirement market by drawing from the vast pools of data, insights, and expertise in the SI ecosystem including: Simfund, MarketMetrics, BrightScope and PLANSPONSOR and PLANADVISER Magazines. Asset managers and providers will have access to a view of not only the present but the future of the DC market.

June; $15,000

DC Retirement Insights

This quarterly study distills broad trends across the multi-faceted U.S. retirement market into detailed actionable insights for asset management and recordkeeping product managers and distribution executives on retirement trends and both the demand for and supply of retirement products in the U.S. market.

Each issue contains feature research providing an in-depth analysis on a topic of emerging interest and strategic importance to the industry. The report also systematically tracks key metrics, including product and asset mix. Emerging developments and quarterly event tracking are also produced on a recurring basis allowing companies to efficiently evaluate the role of their firms and the distribution realm as a whole. The report is anchored by SI's access to retirement data from Simfund, MarketMetrics, BrightScope and PLANSPONSOR and PLANADVISER magazines.

*Quarterly (March, June, August, November); $7,500**

continued

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2017 In-Depth Research Agenda *continued*

INSTITUTIONAL ASSET MANAGEMENT

Global Whitepaper Series—Investment Funds

This report creates a framework that synthesizes global developments in the investment fund industry into actionable intelligence for asset managers operating in different regions. The research draws on the unique local circumstances facing fund providers in key markets.

The Global Whitepaper Series incorporates data and insight from across the SI ecosystem, allowing for a forum for clients to tap into SI's house view on trends and opportunities within a global framework.

September; $5,000

Subadvisory Insights

The SI Subadvisory reports series provides a quarterly dive into the subadvisory landscape including research coverage of the most important trends and developments in the subadvised mutual fund and variable annuity markets. This report provides the most current view into successful strategies of participating in the subadvisory market within the context of the total business of asset managers and its composition and growth trends across lines of business.

Each issue features multiple articles to help subadvisers and sponsors to identify opportunities, best practices, and regulatory impact. Each issue also maintains a data section drawn from SI proprietary subadvisory database, which provides a convenient reference for keeping firms abreast of changes in the industry by delivering quantitative updates and commentary on mandate changes, asset growth and new product launches.

*Quarterly (February, May, August, November); $7,500**

COLLEGE SAVINGS

529 College Savings—529 Industry Analysis

This annual report is the only dedicated 529 source in the marketplace that explains how to get more families to save with your 529 plan from the perspective of product, marketing and distribution. The survey utilizes a choice model method that maps the target market into three categories: 529 users, non-529 college savers and nonsavers. This approach provides firms with strategies on how to convert non-college savers to college savers, college savers to 529 users and 529 users to 529 power users.

The foundation of the report is a survey of over 1,000 U.S. households with children under the age of 18.

May; $8,000

529 College Savings—529 Distribution Analysis

This annual report provides detailed 529 adoption figures among advisers and trends in how advisers solve for college savings. It is based on the only proprietary and dedicated survey of advisers in the marketplace, the report explains how to get more advisers to help clients with college financial planning and use your 529 plan from the perspective of product, marketing and distribution.

December Cost: $8,000

**Single edition pricing available; **Discount for survey participants*