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Subject: Download Report: Institutions Put Managers to the Test
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The Shifting Hedge Fund Landscape: Institutions Put Fund Managers to the Test

Institutional investors continue to put their money on hedge funds in the quest for returns but keep ratcheting up the challenges and requirements they pose to hedge fund managers. Investors are pushing the industry to de-risk, to improve operations and governance, to enhance liquidity and to provide more windows into investment processes and decision-making.

To help managers understand the evolving expectations of their investors, **SEI, in collaboration with Greenwich Associates**, conducted its [fifth annual survey](#) of institutional hedge fund investors.

Part I of II, available now, focuses on current trends affecting the hedge fund industry, including **institutional hedge fund allocations, objectives, performance, and preferences in investment strategies and vehicles**. Among the key findings from Part I:



- **Institutional allocations are continuing to rise, though more slowly than in the past.** Nearly 38% of investors said they plan to increase their allocations to hedge funds over the next 12 months (vs. 54% a year earlier).
- **Investors' stated goals also reflect a strong concern with risk management.** Responses suggest that institutions today use hedge funds to help them lower portfolio risks as well as to boost returns.
- **Direct investing continues to gain momentum.** Four out of ten institutions surveyed said they invest solely via single-manager funds, up from 24% a year earlier.

[Download Executive Summary and Request Part 1](#)

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