

How satisfied are INREV members?

February 2018

In today's changing market member satisfaction increases to record levels, but we never stop striving to improve our services and products.

Recommend INREV



99% OF MEMBERS

↑ UP FROM 91% IN 2017

Increased satisfaction



99%

OF MEMBERS RATE SERVICES AS GOOD OR BETTER

EXCELLENT

28%

VERY GOOD

54%

GOOD

17%

FAIR

1%

Use INREV Guidelines



96% OF MEMBERS USE INREV GUIDELINES

Most used tool



- | | |
|----------------------------------------|-----|
| 1. DUE DILIGENCE QUESTIONNAIRE (DDQ) | 63% |
| 2. GLOBAL DEFINITIONS DATABASE (GDD) | 54% |
| 3. STANDARD DATA DELIVERY SHEET (SDDS) | 43% |

Most used guideline module



1. NAV
2. PERFORMANCE MEASUREMENT
3. REPORTING



Research

98%

FIND IT THE MOST RELEVANT SERVICE

Best rated reports

1. Investment Intentions Survey
2. Fund Manager Survey
3. Capital Raising Survey



Market information

GREFI highly rated

93% RATE AS GOOD OR BETTER

↑ UP FROM 78% IN 2017

IIR Index in demand

80% OF MEMBERS REQUESTED



Public affairs

82%

OF MEMBERS SATISFIED
WITH PUBLIC AFFAIRS
INFORMATION

Specifically:

1. AIFMD
2. Brexit
3. Solvency II

Training

100%

WOULD RECOMMEND AN INREV TRAINING COURSE

↑ UP FROM 97% IN 2017



CONTENT IS TOP REASON TO ATTEND

Improve awareness



INREV / HENLEY CERTIFICATE



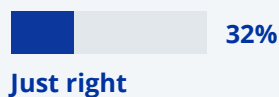
Events

92%

OF MEMBERS FEEL THERE
IS AN EVENT TAILORED
TO THEIR NEEDS



Frequency right



Communication

Top ways to receive information:



1. INREV NEWS



2. WEBSITE

Improve awareness



UNLIMITED SIGN UP
FOR EMPLOYEES



MEMBER DIRECTORY

Respondents



258



19

countries

REPRESENTS VIEW OF 25% OF OUR CORPORATE MEMBERS

These results feed into
the INREV Business Plan
2018 - 2020.

See the full report at
inrev.org