

# **CHANGE AND ITS IMPACT**

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# BACK THEN

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- NYSE 3M
- Analysts 8-12
- Slide Rules
- Private Meetings
- Home Country Only
- Active Investing 5,000

# NOW

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- NYSE 3M → 5,000 M + Derivatives
- Analysts 600,600,600
- Computer Models
- SEC Reg FD
- Global and Global
- Active Investing 1,000,000+

# IT

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- Bloomberg Terminal      0 → 240,000
- Internet                      0 → Everyone
- Computers                    Cage → Everywhere

# SCALE

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**Major  
Manager**

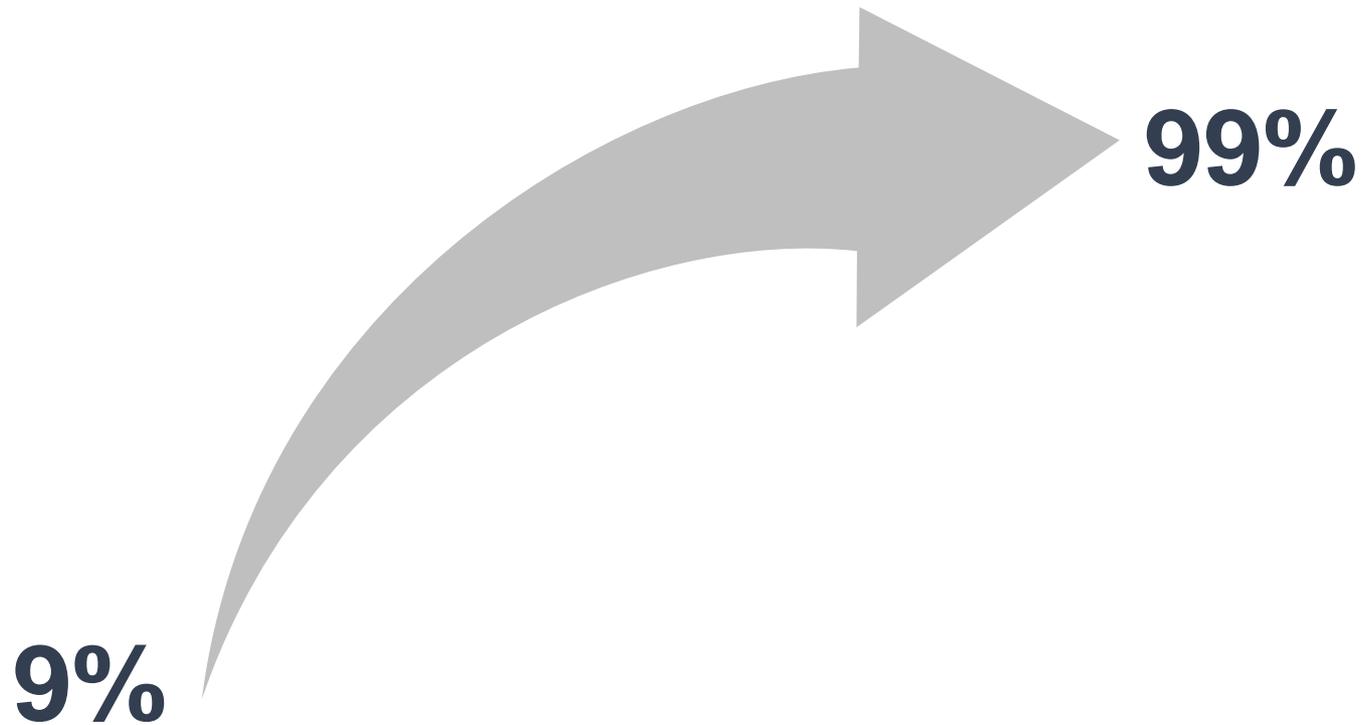
**20 B → 6,000 B**

**Fees**

**1% or 15% or over 100%**

# PROFESSIONALS

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# IMPACT

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- 84% Fall Short
- Increasing Move to Indexing

# GREAT INVERSION

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**THEN**

Client

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Managers

**NOW**

Manager

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Clients

# NEW COMPETITION

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- Clients VS Clients for Access
- Money Flood
- More Coming
- Top Quality Key to Success
- Lower Returns
- Intensive Competition for Access to Best