

## Press Release

### **Graham Elliot appointed as Head of Asia Pacific & Middle East Distribution at Robeco**

*Rotterdam/Hong Kong, 23 January 2017* – Robeco today announces the appointment of Graham Elliot as Head of Asia Pacific & Middle East Distribution, subject to regulatory approvals.

In this new role, Graham will focus on the institutional and wholesale distribution business in Asia Pacific (ex Japan) and the Middle East. In addition, he will be responsible for the day-to-day management of Robeco Asia Pacific, joining Chief Investment Officer Arnout van Rijn and Chief Operation Officer Jorg Sunderman, all based in Hong Kong. On an interim basis, Graham will also combine his new role with his existing responsibilities as Country Manager and Head of Sales for Middle East and Africa.

Graham has over 20 years of experience in the asset management industry across global markets, including Europe, the Middle East, Africa and Central Asia. Graham joined Robeco in 2011 as Country Manager and Head of Sales for Middle East and Africa. Before joining Robeco, he was Chief Executive Officer of BNP Paribas Investment Partners Middle East. Until 2010 he was a Managing Director at BlackRock, and formerly Barclays Global Investors, before its acquisition by BlackRock in 2009. Graham started his career in asset management in London in 1996, where he was a Sales Director at Legal & General Investment Management.

On his appointment, Graham Elliot said, “I am delighted to take up this new role of Head of Asia Pacific & Middle East Distribution. Robeco has already reached various milestones in the execution of its Asia Pacific & Middle East strategy in 2016, and I look forward to working with all of the local teams as we continue to develop and accelerate on our growth strategy across the whole region.”

Robeco’s Chief Executive Officer, Gilbert Van Hassel, said, “Asia Pacific is key to our development and we will continue to commit and support our growth in this region. I am very pleased to have Graham leading our Asia Pacific distribution and management operation. His long and proven track record in leadership positions and his deep knowledge of Robeco, together with his experience managing global distribution businesses, have prepared him well for this new role.”

Robeco has had a presence in the Middle East since 2000 and in the Asia Pacific region since 2005. The company has been growing its footprint via the addition of offices in Dubai, Hong Kong, Seoul, Shanghai, Sydney and Tokyo. In 2016 Robeco announced that it had received a Wholly Foreign-Owned Enterprise (WFOE) business license and launched our China research team, located in Shanghai. Additionally, Robeco also announced the opening of a new office in Singapore, with a focus on credit research and strengthening service to clients in the market and the broader Southeast Asia region. The expansion in Asia Pacific is a key part of our “strategy 2014-2018: accelerate growth”.

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## Media enquiries

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### About Robeco

Robeco Institutional Asset Management B.V. (Robeco) is a global asset manager, headquartered in Rotterdam, the Netherlands. Robeco offers a mix of investment solutions within a broad range of strategies to institutional and private investors worldwide. As at 30 September 2016, Robeco had EUR 137 billion in assets under management. Founded in the Netherlands in 1929 as 'Rotterdamsch Beleggings Consortium', Robeco is a subsidiary of Robeco Group. As at 30 September 2016, Robeco Group had EUR 276 billion in assets under management, 49% of which were institutional. In 2015 Robeco Group generated a net profit of EUR 237 million. More information is available at [www.robeco.com](http://www.robeco.com).