

## Press Release

### Robeco appoints André van den Heuvel as Head of Institutional Sales NL & Nordics

*Rotterdam, 1 May 2018* – Robeco today announces the appointment of André van den Heuvel as Head of Institutional Sales NL & Nordics as of 1 May 2018.

André van den Heuvel was previously Head of Business Development at Dutch asset manager Actiam, where he was ultimately responsible for institutional client relations, distribution partners, retail, marketing and communications.

Prior to his role at Actiam, André was a senior advisor at Pensioenfonds Vervoer and KAS BANK. Before that he was Head of Client Group and a member of the management board at ING IM, as well as Head of Institutional Business Benelux at BlackRock and F&C Netherlands. André studied economics at Erasmus University Rotterdam and after completing a traineeship at Drexel Burnham Lambert, he joined Robeco in 1990 as a senior portfolio manager for Fixed Income, a position he held for almost eight years.

André van den Heuvel will succeed Hilko de Brouwer. Hilko is leaving the company to pursue other career opportunities outside the company.

**Christoph von Reiche, Head of Global Distribution & Marketing**, said: “I welcome André back to Robeco and am happy that he will take on this crucial position for our clients in the markets concerned. He is a seasoned sales manager in the global asset management industry. André has a strong understanding of what is on the mind and agenda of clients, and it is my firm belief that he is an excellent fit for Robeco.”

**André van den Heuvel**, said: “I am excited to be back at Robeco, and to start working together with clients to achieve their financial objectives. The quality of Robeco’s capabilities in the field of sustainability investing, quantitative investing, credits and emerging markets, coupled with the research-driven approach, puts us in a great position to achieve the best possible long-term results for clients.”

#### Media enquiries

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#### About Robeco

Robeco is a pure play international asset manager founded in 1929. It currently has offices in 15 countries around the world and is headquartered in Rotterdam, the Netherlands. Through its unique integration of fundamental, sustainable and quantitative research, Robeco is able to offer both institutional and private investors an extensive selection of active investment strategies, covering a broad range of asset classes. As at 31 December 2017, Robeco had EUR 161 billion in assets under management, 70% of which were institutional. Robeco is a subsidiary of ORIX Corporation Europe N.V. which had assets under management of EUR 293 billion as at 31 December 2017. More information is available at [www.robeco.com](http://www.robeco.com).