

Robeco appoints Heads of Institutional Sales in the US & Canada, the Netherlands, and the UK

Rotterdam, 26 April 2023 – Robeco has made Head of Institutional Sales appointments for the US & Canada, the Netherlands and the UK effective 1 May. Angela Ruane has been appointed Head of Institutional Sales in the US & Canada based in New York; Tim Kruis takes on the role for the Netherlands based in Rotterdam; and Arabella Townshend for the UK based in London. They will be responsible for the Institutional Sales business in their respective regions and report directly to Malick Badjie, who is the Head of Institutional Sales Europe, North America and Africa.

Ms. Ruane brings more than 20 years of experience in the financial services industry. Most recently, she was with Insight Investments where she was responsible for their US institutional business development efforts. Prior to that, she was with Rogge Global where she spent more than 10 years and held roles including Partner and Head of North American Distribution. After Rogge was acquired by AGI in 2016, Ms. Ruane was brought over to play a hybrid role focused on consultant relations, direct sales and product specialization for legacy Rogge strategies.

Mr. Kruis has a 25-year investment and sales career. Previously, he worked with Record Asset Management in Amsterdam as Head of Institutional Advisory, leading business development in Europe with a specific focus on Benelux. Prior to that, he led the Benelux Institutional Sales teams, first at Amundi and subsequently at Invesco. He has also held roles focused on business development at City of London Investment Management in London and Capital Dynamics in Zurich. Earlier in his career, Mr. Kruis spent ten years at Robeco as a Product Specialist both in Rotterdam and New York and as a Senior Institutional Sales Manager in Zurich.

Ms. Townshend joins Robeco from River and Mercantile where she has spent nearly 13 years holding various senior sales and marketing roles, including Head of Global Consultant Relations and Managing Director, Head of UK Institutional Distribution. In her most recent role as Managing Director, Head of Global Institutional Distribution she was responsible for setting the Group's institutional sales strategy across all institutional channels in the UK, US and Australia. She brings experience distributing a wide range of products and broader client solutions. She has a keen interest in sustainable solutions, seeding the first of River and Mercantile's sustainable products and was involved in building their sustainability framework.

Malick Badjie, Head of Institutional Sales Europe, North America and Africa: *"We're delighted to welcome such experienced professionals like Angela, Tim and Arabella to Robeco and our Institutional Sales team. Their appointments demonstrate our commitment to preserving and growing our book of business in these key markets. As we continue to lead the industry in sustainable investing, having Angela, Tim and Arabella in place will further build our presence and enable us to work with clients to identify where Robeco's world-class capabilities and expertise can be of assistance."*

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About Robeco

Robeco is a pure-play international asset manager founded in 1929 with headquarters in Rotterdam, the Netherlands, and 16 offices worldwide. A global leader in sustainable investing since 1995, its integration of sustainable as well as fundamental and quantitative research enables the company to offer institutional and private investors an extensive selection of active investment strategies, for a broad range of asset classes. As at 31 December 2022, Robeco had EUR 171 billion in assets under management, of which EUR 168 billion is committed to ESG integration. Robeco is a subsidiary of ORIX Corporation Europe N.V. More information is available at www.robeco.com.