

THE STORY OF CAUTIOUS

PIONEERING



MEET THE INNOVATORS OF YESTERDAY



A.C. Mees



D.G. van Beuningen



W.C. Mees



K.P. van der Mandele



Th.A. Fruin



W.H. de Monchy



H.C. Hintzen

THE START OF SOMETHING

NEW

It's 1929. The economy is booming, the port of Rotterdam is well on its way to becoming the largest in the world. Seven prominent businessmen from the city discuss the idea of founding an investment company. Their objective is to enable people to invest their money collectively. Robeco is born on the eve of the Great Depression and its shareholders lose half their money in the first two years.

Despite this less than promising start, Robeco's founders took stock of the situation and decided to take a more scientific approach to investing, best described in the words of first director Wim Rauwenhoff: 'Every investment strategy should be research-driven.' These words marked the establishment of a unique culture and an equally unique company.



THE FACTS OF TODAY



EUR 137 billion
assets under management Robeco



Since 1930
first investments in emerging markets



EUR 80 billion
managed with ESG integration



EUR 42 billion
managed based on Quant models

EUR 276 billion
assets under management RGNV
(Robeco Group)

Since 1998
developing high yield investment strategies





879 employees
worldwide



16 offices
around the world

COMBINING STRENGTHS

Robeco, along with several other independent asset managers, is part of the RGNV. Within RGNV we can combine our strengths and leverage on each other's expertise. For example, Robeco actively applies the sustainability data gathered by sustainability investing specialist RobecoSAM. For value equity investing propositions,

we team up with the experts in this field at Boston Partners. And we also work closely with CanaraRobeco in India and RGNV subsidiary Transtrend, drawing on their specific investing expertise. These are just a few examples of how Robeco takes advantage of its partners' skills to the benefit of its clients.

WE OFFER FIRST-CLASS

INVESTMENT SOLUTIONS





FUNDAMENTAL

We strongly believe in evidence-based investing, converting empirical research into strategies with proven superior investment results. We strive for research-led innovation, and at the same time have our clients' best interests at

heart. Our investment teams look beyond their own areas of expertise and actively share knowledge and ideas to ensure they are always equipped to meet clients' needs. We have a broad yet focused product range, built

around Quant, Sustainability Investing, Credits, Emerging Markets and Multi-Asset solutions. Our innovations are backed by a pragmatic approach. If we can't prove a new product or solution works, we don't launch it.



QUANTITATIVE

Quantitative models fit naturally with our scientific, disciplined approach to investing. We've spent two decades developing award-winning models that exploit inefficiencies in both equity and fixed income markets. We work

closely with leading universities in the field of econometrics. We have 25 years of experience translating quant research into innovative investment solutions for our clients. These include a full range of factor investing strategies.

This approach has ensured our consistent market-leadership in quantitative investing, not only in the field of equities, but also in providing fixed income and multi-asset solutions.



9
5
4

SUSTAINABLE

To us, sustainability is more than just investing in windmill parks, solar energy and green bonds or excluding companies that produce controversial weapons. We view sustainability as a long-term force for change in markets, countries and

companies. Something that will impact future performance. We believe analyzing material ESG factors strengthens our investment process, it reduces risks and ultimately leads to better-informed investment decisions. We make use of

the leading proprietary research and extensive database of our sustainable investing specialist RobecoSAM and actively engage with companies to help improve their ESG performance.

CAUTIOUS

PIONEERING

Robeco's asset management approach can best be described as: 'Cautious Pioneering'. Two characteristics which may appear contradictory but are in fact complementary. We believe in combining a pioneering spirit with a cautious approach. Every bright idea is put to the ultimate test until it fails... and if it doesn't, we use it. This approach has also helped us survive each and every financial crisis, throughout our existence.

In the investment world, if you want to capitalize on opportunities other parties are not yet aware of, you have to take risks. However, it is important to carefully weigh up these risks – to assess the extent to which they will be rewarded in the long term. Our aim is to get off the well-trodden path without immediately taking a leap of faith. Gradually building on your own knowledge and research is less risky than trying to take one huge step into the unknown.

Research is common in asset management, but at Robeco we are convinced that it should be the

basis of everything we do. Our research projects have yielded a number of groundbreaking innovations over the years, some of which have become market standards, such as the Credit Risk Model, which measures bond portfolio risk based on current credit spreads. It has also led to our enhanced approach to low volatility investing, culminating in our very successful Conservative Equities product range where we aim for equity-like returns while taking less risk. These are perfect examples of how we successfully combine our cautious approach and pioneering spirit.



‘EVERY INVESTMENT
STRATEGY SHOULD BE
RESEARCH-DRIVEN’

Wim Rauwenhoff, Robeco's first director (from 1933 to 1960)

THE WORLD OF

TOMORROW

We don't know what's in store for the future. What we do know is that Robeco will stick to its guns. We will continue to build on the solid foundations which we laid more than 85 years ago. Yes, the world is changing in many ways. But one thing that will never change is Robeco's cautious pioneering approach. This is something that forms part of our DNA and has done since 1929.



IMPORTANT INFORMATION

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