

# Media Release

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Zurich, May 4, 2018

Page 1 of 2

## RobecoSAM and Robeco Strengthen Ties Over Sustainability Investing

- Collaboration between RobecoSAM and Robeco to be further strengthened
- Aris Prepoudis, CEO, to leave RobecoSAM
- RobecoSAM to be led by Co-CEOs: Marius Dorfmeister and Daniel Wild
- Daniel Wild to join the Executive Committee of Robeco in an advisory capacity

RobecoSAM, the investment specialist that has focused exclusively on Sustainability Investing (SI) for over 22 years, today announced a new management model for the company. After an excellent year in 2017 where RobecoSAM was entrusted with significant new client assets and a vast majority of its strategies outperformed their relevant benchmarks, RobecoSAM won a USD 1.4 billion thematic mandate in the first quarter of the current year. The time is now right to build further on these achievements.

The foreseen new management model aims to strengthen ties between RobecoSAM and Robeco in order to fully unlock the potential between the two companies and to maintain their leading position in SI, an area where both companies have been successful since the 1990s and together currently manage over EUR 100 billion in assets.

RobecoSAM will continue to be a fully licensed asset management company, headquartered in Zurich. However, the new management model will result in several developments, many of which are pending regulatory approval:

- RobecoSAM's Board of Directors (BoD) has decided to introduce a matrix organization with functional oversight from Robeco on RobecoSAM in order to intensify the collaboration between the two organizations and to establish a leaner Executive Committee (ExCo) at RobecoSAM.
- As a result, after successfully refocusing RobecoSAM's operations and distribution set-up and achieving profitable growth in a short period of time, the RobecoSAM BoD and Aris Prepoudis, currently CEO of RobecoSAM, have decided to part ways.
- Pending regulatory approvals, it is foreseen, that RobecoSAM will be led by Co-CEOs: Marius Dorfmeister, currently Head of Global Clients and Marketing and Member of the ExCo, and Daniel Wild, currently Head of Sustainability Investing Research & Development and Member of the ExCo.
- In connection with the leaner management model, RobecoSAM's BoD and Rainer Baumann, currently Head of Investment Management and Member of the ExCo at RobecoSAM, have agreed that he will step down from the ExCo but remain Head of Investments at RobecoSAM. This will allow him to focus purely on investments and on enhancing the alignment of RobecoSAM's and Robeco's investment processes.
- To further enhance alignment at the ExCo level, Daniel Wild will assume an advisory role to the Robeco ExCo.
- Furthermore, to increase scale and synergies, a multi-site Rotterdam/Zurich team for Trends & Thematic Investment with EUR 7 billion in AuM will be established.
- Mark van der Kroft will head the new Trends & Thematic Investment capability. He comes from NN Investment Partners, which he joined in March 2017. Prior to that, he spent 16 years at Robeco in various roles, including CIO of Equity Investments.

**Gilbert Van Hassel, Member of the RobecoSAM BoD, and CEO of Robeco:** "Looking ahead, I am convinced that the closer collaboration between Robeco and RobecoSAM will create new added value for our clients and be beneficial for both companies. On behalf of the RobecoSAM BoD, I would like to thank Aris Prepoudis for his service and his notable achievements. We mutually agreed that under the new management model, a leaner ExCo at RobecoSAM is best for the firm. We wish him all the very best in his future personal and professional endeavors."

**Aris Prepoudis, outgoing CEO of RobecoSAM:** "My entrepreneurial mindset and my passion for Sustainability Investing were instrumental in achieving profitable growth in a short period of time. It was intense but also very rewarding on many levels. I want to thank everyone at RobecoSAM for their dedication and passion to SI, and for having given me the opportunity to lead such an inspiring firm."

By further strengthening the collaboration between Robeco and RobecoSAM, introducing new functional reporting lines, and investing in people and technology, the shareholder and the boards of both firms are confident to have taken the right steps to maintain and intensify RobecoSAM's and Robeco's leading positions in SI with only one ultimate goal in mind: to deliver cutting edge and impactful SI solutions to their clients.

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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).

**About RobecoSAM**

Founded in 1995, RobecoSAM is an investment specialist focused exclusively on Sustainability Investing. It offers asset management, indices, impact analysis and investing, sustainability assessments, and benchmarking services. The company's asset management capabilities cater to institutional asset owners and financial intermediaries and cover a range of ESG-integrated investments, featuring a strong track record in resource efficiency-themed strategies. Together with S&P Dow Jones Indices, RobecoSAM publishes the globally recognized Dow Jones Sustainability Indices (DJSI) as well as the S&P ESG Factor Weighted Index series, the first index family to treat ESG as a standalone performance factor using the RobecoSAM Smart ESG methodology. Based on its Corporate Sustainability Assessment (CSA), an annual ESG analysis of approximately 4,500 listed companies, RobecoSAM has compiled one of the world's most comprehensive databases of financially material sustainability information. The CSA data is also included in USD 104 billion of assets under management at Robeco.

RobecoSAM is a sister company of Robeco, the Dutch investment management firm founded in 1929. Both entities are subsidiaries of ORIX Corporation Europe N.V., the center of asset management expertise for ORIX Corporation. As a reflection of its own commitment to advancing sustainable investment practices, RobecoSAM is a signatory of the PRI, UN Global Compact and Climate Action 100+, a supporter of the Task force on Climate-related Financial Disclosure (TCFD), as well as a member of Eurosif, Swiss Sustainable Finance, Carbon Disclosure Project (CDP), and Portfolio Decarbonization Coalition (PDC). As of December 31, 2017, RobecoSAM had client assets under management, advice and/or license of approximately USD 20 billion.

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