

Media Release

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RobecoSAM introduces new function which helps translate institutional client needs into practical Sustainability Investing solutions

RobecoSAM, the investment specialist focused exclusively on Sustainability Investing, today announced the appointment of Lucas van Berkestijn and Cécile Churet as Sustainability Investing (SI) Client Specialists.

A newly created function at RobecoSAM, SI Client Specialists will serve as a bridge between institutional clients looking for new ways to integrate financially material ESG factors across all asset classes and RobecoSAM's research and product development activities.

***Daniel Wild, Head of SI Research & Development and Member of the RobecoSAM Executive Committee:** "We are very pleased to establish this new function. With these seasoned SI experts and their thorough understanding of asset owners' needs, we can accommodate every conceivable SI solution requested by institutional investors looking to integrate SI into their existing investment frameworks."*

Drawing on the capabilities of the entire Robeco Group, the SI Client Specialists will analyze clients' specific needs and translate this knowledge into tailor-made investment solutions built on existing offerings as well as new approaches.

In their new roles, Lucas van Berkestijn and Cécile Churet will work closely and in cooperation with Robeco's European sales offices to offer asset owners access to RobecoSAM's and Robeco's expertise in the field of SI.



Lucas van Berkestijn, Dutch, based in Switzerland. Lucas Berkestijn can draw on extensive experience in catering to the needs of institutional investors. Prior to joining RobecoSAM, he spent three years setting up and managing the buy-side business at STOXX Ltd. In this position, he was responsible for institutional sales and business development in Europe and Asia as well as the development of new index products and solutions. Previous roles include the position of Global Channel Manager selling sustainability data for investment decisions at ASSET4, Managing Director at Capital Efficiency Group selling pooled mezzanine loans to institutional investors, and manager of equity capital market transactions at ABN AMRO Rothschild in Frankfurt and Amsterdam. Lucas has a BBA from the Rotterdam University of Applied Sciences.



Cécile Churet, French and Swiss, based in Switzerland. Cécile Churet was Senior Analyst & Sustainability Advisor in RobecoSAM's SI Research & Development department. Since joining RobecoSAM in 2008, she has supported investment teams across the Robeco Group in integrating sustainability insights into investment processes, fundamental analysis and investment decisions. She also covered industrial sectors from a financial and sustainability perspective and was responsible for managing the Dow Jones Sustainability Indices' process and methodology development. Prior to this, Cécile Churet was an SRI Analyst at HSBC Global Asset Management in London, responsible for the implementation of the PRI strategy. She also spent five years at the World Business Council for Sustainable Development (WBCSD) in Geneva. Cécile has a BSc in Government & History from the London School of Economics (LSE).

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*Note to editors: Print-quality photos of Lucas van Berkestijn and Cécile Churet are available at: com@robecosam.com
For more information on Sustainability Investing watch: [The Truth Behind Sustainability Investing](#)*

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About RobecoSAM

Founded in 1995, RobecoSAM is an investment specialist focused exclusively on Sustainability Investing. It offers asset management, indices, engagement, voting, impact analysis, sustainability assessments, and benchmarking services. Asset management capabilities cater to institutional asset owners and financial intermediaries and cover a range of ESG-integrated investments (in public and private equity), featuring a strong track record in resource efficiency theme strategies. Together with S&P Dow Jones Indices, RobecoSAM publishes the globally recognized Dow Jones Sustainability Indices (DJSI). Based on its Corporate Sustainability Assessment, an annual ESG analysis of 2,800 listed companies, RobecoSAM has compiled one of the world's most comprehensive databases of financially material sustainability information.

RobecoSAM is a member of the global pure-play asset manager Robeco, which was established in 1929 and is the center of expertise for asset management within the ORIX Corporation. As a reflection of its own commitment to advocating sustainable investment practices, RobecoSAM is a signatory of the UNPRI and a member of Eurosif, ASrIA and Ceres. Approximately 130 professionals work for RobecoSAM, which is headquartered in Zurich. As of June 30, 2013, RobecoSAM had assets under management, advice and/or license in listed and private equity* of approximately USD 11.8 billion. Additionally, RobecoSAM's Governance & Active Ownership team** had USD 69 billion of assets under engagement and USD 45.6 billion of assets under voting.

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