

Robert C. Klijn

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Nationality: Dutch
Born: July 26, 1967



Profile

- Experienced and dedicated advisor.
- Proven entrepreneurial ability to build, market and drive forward successful new businesses.
- Strong track record in working with asset managers and pension funds.
- Respected committee member.

Work experience

From 2010

Founder and consultant with Fair Impact (self-employed)

Fair Impact gives organizations insight into the consequences of their activities concerning ESG issues and supports pension fund boards.

- Founded ESG consultancy company Fair Impact in 2010 with the aim to bring together investors and companies on ESG issues via policies support, private placement and research data.
- Providing administrative support to pension funds boards.
- Taking minutes of meetings of pension funds boards, investment advisory committees and supervisory boards.
- Represented several ESG research providers.
- Developed and lectured permanent education module on responsible investment at CFA Society VBA Netherlands.

Advising investors and corporates

- Advised Korean startup ESG research provider including two visits to Seoul.
- Gave workshop *From ESG to ROE* for an equities management team of RobecoSAM.
- Gave workshop on the impact of the asset management agenda on ESG themes of Delta Lloyd Group.
- Advising One Two Capital, Scildon, and Add Value Fund on integrating ESG in their investment process.

2008 - 2010

Client portfolio manager with APG Investment Services

APG Investment Services is part of APG, the largest pension fund asset manager in The Netherlands that merged with Cordares Asset Management.

- Accompanied pension fund boards to transfer from investment pools at fiduciary manager Cordares Asset Management to APG pools.
- Initiated pension fund boards to invest in micro finance funds.
- Prepared board meetings, quarterly reporting and investment plans.
- Team responsibility for Allocation, Commodities, Developed Equities, Sustainability & Governance (S & G). Gave ESG workshops.
- Co-ordinated proxy voting and PRI reporting at Cordares before merger.
- Member of the S & G Steering Committee of APG.

2001 - 2008

Director, specialist sales oil & gas, utilities and sustainable and responsible investment & corporate governance (SRI & CG) with **ING Equity Markets**

ING Equity Markets is part of ING Bank, one of the big Dutch banks.

- Specialist sales oil & gas and utilities for Dutch and German institutional investors.
- Analyzed sector themes, called buy-side sector analysts and portfolio managers, organized analyst and company road shows.

- Initiated, developed and managed SRI & CG brokerage in 2002.
- Inspired analysts to writing research that highlights long-term themes like climate change and political risk.
- Wrote a weekly ESG Newsletter.

1994 - 2001 **Account manager, general equity sales with ING Equity Markets**

- Started business in Pan-European equities as one of the first team members.

1991 - 1994 **Account manager, private banking with F. van Lanschot Bankiers**

F. van Lanschot Bankiers is one of the oldest Dutch private banks.

- Focussed more and more on investment advice to Dutch private clients after a period of internal trainee ships and account manager roles.

1990 - 1991 **Trainee economics department with ABN Bank**

ABN Bank and Amro Bank merged in 1990 to one of the large Dutch banks.

- Developed macro-economic prediction model.

Education

2021 Course Writing for the web, NTI.
 2014 OpenSAP course Sustainability and Business Innovation.
 2009 Responsible Investing and Pension Fund Governance, Netspar-Maastricht University BSE Academy.
 2005 Fundamentals of the oil industry, Petroleum Economist.
 1999 Rhetorica Institute, speed-reading.
 1994 - 1996 Registered Financial Analyst (RBA): CFA Society VBA Netherlands.
 Essay: *Total return, banks versus the market, an examination of explanatory variables in an international perspective.*
 1991 - 1994 Dutch Institute of Banking and Securities Industry NIBE, several certificates.
 1986 - 1991 University of Amsterdam, Economics. Essay (9 weeks in Japan): *The role of a Japanese group bank with foreign expansion of a keiretsu.*
 1985 - 1986 Higher Business School Alkmaar, Propaedeutics Business Economics.
 1979 - 1985 Berlingh College in Beverwijk, pre-university education.

Publications, roles and special skills

2022 Panel member at asset allocation panel Markets Group event in Amsterdam.
 2017 Panel member at ESG integration panel Markets Group event in Amsterdam.
 2017 Speaker and panel member at ESG course EFFAS Summer School in Madrid.
 2016 Moderator discussion about the complexity of ESG integration in the investment policy at Alpha Research seminar in Amsterdam.
 2015 Presented the article Sustainable Stock Exchanges at the conference of the Centre for Energy and Value Issues together with Marcel Schulze in Istanbul.
 2014 Panel member at Pan-European IR Conference. Theme: *Integrated Reporting.*
 2013 Speaker and panel member at VBDO Analyst Network seminar on AkzoNobel.
 Member CSR panel at the Pan-European IR Conference.
 2012 Gave a guest lecture at the University of Groningen for the course of study of Sustainable Investing and Finance. Theme: *The value of sustainability ratings.*
 From 2011 Chairing committee responsible investing of CFA Society VBA Netherlands.
 2011 Panel member Rights & Responsibilities of Institutional Investors conference.
 2010 Gave a lecture about sustainability targets at seminar Dutch IR Society.
 2008 Chaired round table on Sustainable Investing, The Financial Investigator.
 2003 Gave introduction about engagement and dialogue at seminar VBA.
 1993 - 2001 Chaired the technical committee of tennis club de Commandeurs.
 1992 Publication in the monthly of the Dutch Institute of Banking and Securities Industry NIBE: *Keiretsu-banks in the Netherlands.*
 1986 - 1991 Positions with the international students' corps AEGEE: treasurer and economic co-ordinator conference: *Japan, a magic world...*
 Languages Dutch (Native), English (Fluent), German (Advanced), French (Basic).