Robert C. Klijn

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Nationality: Dutch
Born: July 26,1967
Marital status: Married, 2 daughters

Profile

- Experienced and dedicated consultant specialising in environmental, social and governance (ESG) issues, with an extensive network of high-level contacts in a broad range of organisations.
- Proven entrepreneurial ability to build, market and drive forward successful new businesses.
- Strong track record in working with institutional investors.
- Respected committee member.

Work experience

From 2010

Managing Director, ESG specialist with **Fair Impact** (self-employed)
Fair Impact is an ESG consultancy that gives organisations insight into the consequences of their activities concerning ESG issues.

- Founded ESG consultancy company Fair Impact in 2010 with the aim to bring together and inform investors and companies on ESG issues.
- Spending majority of time on inviting speakers for events and representing research providers.
- Spending smaller part of time on advising how to implement ESG into the investment process or corporate strategy.

Events

- Organised four successful Responsible Investment Corporate Access (RICA) conferences in Amsterdam and Zurich together with business partner Tradinfo.
- The Sustainable Stock Exchange (SSE) Initiative asked to include their National Dialogues in the RICA concept and organise SSE-RICA conferences in other European cities as well.
- Attendees are CEOs, CFOs, IROs, CSR managers, institutional asset owners and asset managers, representatives of banks, family offices and ESG experts.
- Organised four successful round table meetings on responsible investment together with former business partner Double Dividend.

Representing research providers

- Sold many licenses for several ESG research providers to asset managers, banks, companies and universities.
- Introducing banks, investors and companies in the Benelux, France, Germany, the Nordic countries, Switzerland, the United Kingdom and New York.

Advising investors and corporates

- Advised KPMG on ESG research providers.
- 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.

From 2013	**Expert Research and Responsible Investment** with **Reputation Limited** Reputation Limited, an international reputation and risk management think tank and consulting practice. • Consulting and education to investors and companies, especially in Asia-Pacific.
From 2013	**Representative** with **Global Real Estate Sustainability Benchmark (GRESB)** GRESB is an industry-driven organisation committed to assessing the sustainability performance of real estate portfolios around the globe. • Introducing investors and real estate companies in Europe, especially Switzerland.
From 2010	**European Representative** with **RepRisk** RepRisk is a research service that helps clients proactively assess ESG issues that may present financial, reputation, and compliance risks, based on publicly sources. • Introducing banks, investors and companies. • Managing client relations.
2013 – 2014	**Sales Representative** with **Ethix** Ethix monitors and assesses company ESG performance, conducts topic and best practice focused research, engages companies and investors to enhance ESG integration. Its core strength is norms-based screening. • Introduced controversial weapons screening tool to Dutch asset managers, asset owners and banks.
2012 – 2013	**Sales Executive, Europe** with **GMI Ratings** GMI Ratings (now part of MSCI ESG Research) is a pioneer in the application of non-traditional risk metrics to investment analysis and risk modelling. Its core strength is in corporate governance and forensic accounting. • Made decisive inroad into the Dutch investor market and a university.
2011 – 2012	**Sales and Marketing Manager, Continental Europe** with **Responsible Research** Responsible Research (now part of Sustainalytics) was a ESG research provider covering Asian and other key emerging markets. • Introduced investors, especially in The Netherlands, France and Switzerland.
. 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. • Accompanied pension fund boards to transfer from Cordares Asset Management (fiduciary manager for building societies that merged into APG) pools to APG pools. • Initiated pension fund boards to invest in micro finance funds. • Prepared board meetings, provided quarterly reporting, made investment plans. • Team responsibility for Allocation, Commodities, Developed Equities, Sustainability & Governance (S & G). • Gave ESG workshops for pension fund boards. • 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.
- Analysed sector themes, called buy-side sector analysts and portfolio managers, organised analyst and company road shows.
- Thomson Extel survey 2008: oil & gas sales # 15, utilities sales # 12.
- Initiated (in 2002), developed and managed SRI & CG brokerage.
- Inspired analysts to writing research that highlights long-term themes like climate change and political risk.
- Established a network of companies and organised ESG road shows for them. This included preparing companies how to communicate with SRI investors.
- Wrote a weekly ESG Newsletter.
- In 2006 the SRI & CG franchise was recognised for the acquisition of about 30 new clients.
- Thomson Extel survey 2007: SRI sales # 5.
- Developed SRI & CG client base in London, Edinburgh, Paris, Frankfurt, Geneva, Zurich and the Benelux.

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

- Started business in Pan-European equities as one of the first team members.
- Initiated orders from and executed orders for Dutch institutional investors in Dutch equities. After a few years also for Pan-European equities.

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 advise to Dutch private clients after a period of internal trainee ships and account manager roles.
- Advised on a broad range of private banking products.
- Advised on the feasibility of a new office in Almere.

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

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

- Developed macro-economic prediction model.
- Wrote essay University of Amsterdam during traineeship.

Education

2014	OpenSAP course Sustainability and Business Innovation, achievement top 5%.
2009	Responsible Investing and Pension Fund Governance, Netspar-Maastricht University BSE Academy.
2009	Certified Asset Manager: Dutch Securities Institute DSI.
2008	ALM seminar, Dutch Association of Investment Professionals VBA.
2005	Fundamentals of the oil industry, Petroleum Economist, certificate 2005.
2000	Integrity: Dutch Securities Institute DSI, certificate 2000.
1999	Certified Senior Investment Advisor: Dutch Securities Institute DSI.
1999	Rhetorica Institute, speed-reading.
1994 - 1996	CEFA (RBA): Dutch Association of Investment Professionals VBA 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, nine A Levels. Essay (9 weeks in Japan for research): *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

2013	Speaker and panel member at VBDO Analyst Network seminar on AkzoNobel. Also participated in the panel discussion. Panel member 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. The theme was *The value of sustainability ratings*.
From 2011	Chairing committee responsible investing of the Dutch Association of Investment Professionals VBA.
2011	Panel member Rights & Responsibilities of Institutional Investors conference.
2010	Chaired 3 round tables on Sustainable Investing, The Financial Investigator. Gave a lecture at seminar Netherlands IR Society (NEVIR) *The value of sustainability targets for institutional investors. Does it make a difference?*
2008	Chaired round table on Sustainable Investing, The Financial Investigator.
2007	Co-organised seminar VBA
2004	Co-author of VBA quire # 11: *Institutional sustainable asset management in The Netherlands.*
2003	Gave introduction about engagement and dialogue at seminar VBA *Status and future of sustainable institutional asset management in the Netherlands*.
From 2002	Committee responsible investing of the VBA: organised conferences (2003, 2005 and 2007) and round tables on soft commodities (2009) and sustainable real estate (2010) and micro-finance (2010).
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…*
Software applications	Microsoft Excel, Outlook, PowerPoint, Word, Salesforce (Proficient).
Languages	Dutch (Native), English (Fluent), German (Advanced), French (Basic).