

ACTIAM

Address Graadt van Roggenweg 250, 3531 AH, Utrecht, Netherlands
Web www.actiam.nl
Tel +31 (0)20 5436 777
Email clientservices@actiam.nl
Year established 1997
Associations DUFAS
Other bodies DSI
Regulated by AFM, DNB

Personnel
Hans van Houwelingen – Chief Executive Officer
 +31 (0)20 5436 066, hans.vanhouwelingen@actiam.nl
Andre van den Heuvel – Head of Business Development
 +31 (0)20 5436 066, andre.vandenheuvel@actiam.nl
David van der Zande – Head of Institutional Clients
 +31 (0)20 5436 777, david.vanderzande@actiam.nl

actiam
 THE RESPONSIBLE INVESTOR

Key data

Total group AUM	€m @ 31 December 2016
Worldwide	54,626
External clients	24,352
External institutional clients	6,183

Type of external institutional clients worldwide



Our vision and beliefs

ACTIAM is an asset manager with a strong legacy in responsible investing. Together with our partners, we strive towards continually making a positive impact. Our capabilities are focussed towards generating both higher returns and an improving sustainable world. Simplicity, insight and sustainability are the values we stand for. Because we care!

Responsible investment is our field of expertise, and we continue to build on this. We use our respon-

sible investment policies to contribute to a sustainable world, now and in the future. We combine our knowledge of investing with a clear view of environmental, social and governance aspects. We make our investments measurable and work towards concrete goals. This is how we seek to contribute proactively to our vision of the future and to the United Nations Sustainable Development Goals.

Investment process and research

For over 25 years ACTIAM has been structurally integrating ESG information into the investment process. This involves awarding an ACTIAM ESG score to all the countries and companies in which we can invest. The ESG score reflects both the entity's policy and its actual conduct.

Our starting point is our proprietary and fully in-house developed FIP (Fundamental Investment Principles). These principles are based on international treaties, conventions and best practices. Some topics and some asset classes call for a specific approach to integrating sustainability, for which ACTIAM has created specific policies. ACTIAM has an in-house ESG-team consisting of 10 dedicated ESG members. Measurement of our impact, or optimising financial return using ESG data, is a fundamental element of our ESG approach.

By combining this information with financial information, ACTIAM is able to invest in companies that are appealing in both financial terms and in the area of ESG. ACTIAM focuses on achieving the highest possible ESG score. Studies show that investing in

companies with a higher ACTIAM ESG score leads to a higher financial performance.

Sustainability-related investment decisions are made within the ESG team, however ACTIAM also uses a Selection Committee, which is chaired by ACTIAM's CEO and includes an external professor of Ethics, to provide input into the decisions whether certain specific entities should be excluded from, or included within, the investment universe. The Committee also approves new and amended sustainability policies.

Whenever controversies arise, our first response is always to engage with management. In this way, we try to work with the company to find solutions for the existing problems and prevent controversies from arising in future. In our view, exclusion is a measure that is only used as a last resort.

We believe that companies adopting responsible business practices are better prepared for the future. This is why we aim to invest actively in companies that help to create a sustainable future and that contribute to the accomplishment of the United Nations Sustainable Development Goals.

Strategies and products

- **Responsible Index Strategies.** Our Equity team aims to replicate the relevant Index. This Index is physically replicated by investing in equities of companies in that Index, without securities lending. While minimising the tracking error, companies that do not meet the Manager's minimum standards for responsible investing are excluded.
- **Impact Investing Strategies.** Impact investing covers an entire spectrum of investments whose purpose is to create shared value. The solutions we offer deliver market-level returns on investment while making a tangible contribution to a better world. We achieve this mainly through the medium of funds and alternatively via mandates and advisory services.
- **Euro Sustainable Fixed Income and Equity strategies.** ACTIAM structurally integrates sustainability criteria into the investment process. An ESG-score is

awarded to all countries and companies in the investable universe. ACTIAM focuses on achieving the highest possible ESG score and, in any event, a score that exceeds the relevant benchmark.

- **Alternative Credit & Structured Solutions.** Our alternative Credit & Structured Solutions strategy is based on monetising illiquidity and complexity premia while adding limited credit risk. All investments are structured for optimal capital usage, driven by the ALM and portfolio context of the client.

- **Real Estate.** Our Real Estate team has an in depth experience in investments and divestments in Commercial Real Estate as well as an established track record in large scale Property/Real Estate Asset Management. The Team's focus is primarily on core/semi core Dutch office and retail.

Corporate overview

ACTIAM is a leading responsible asset manager. We have a strong heritage in responsible and impact investing spanning over two decades; we first introduced our responsible investment policy in 1990 and we have been actively engaging with companies since 1995. Our responsible investment beliefs are embedded in both passive and active investment strategies across all asset classes, providing our institutional and retail investors with competitive sustainable investment returns at low costs.

We offer a comprehensive range of investment funds and solutions that extends from index strategies to impact investing. ACTIAM believes that financial and social returns co-exist together well. In fact they reinforce each other.

Our Fundamental Investment Principles impose a range of ESG-criteria on our investments. We follow a disciplined selection process, without making concessions in financial returns.

Recent highlights

- **International Climate Award 2016. Intended to motivate investors to integrate Climate in their investment policy. Issued by the French Minister of Ecology, Sustainable Development and Energy.**
- **Responsible Index Funds Equity Range breaking through €4bn AUM.**
- **Winning a 'VWD Cash Fund Award' and a 'Lipper Award' for our multi asset capability.**

COMPLIANCE STATEMENT

ACTIAM ensures full compliance of all client portfolios by daily portfolio compliance checks. In pre-trade, as well as post-trade, automated checks are carried out. Active and passive breaches are automatically detected by the system and reported to Risk Management. Risk Management reports all breaches to the ACTIAM Risk Management Committee and to its clients.

Meet the management

Hans van Houwelingen has almost 20 years asset management experience, including over 10 years in international executive and non-executive roles at ING Investment Management and NN Investment Partners, before joining ACTIAM as CEO in 2016.



Andre van den Heuvel has over 25 years experience in asset management. He has acted as an independent advisor and prior to that, he was Head International Client Group and board member of NN IP. Before that he held senior positions at BlackRock F&C and Robeco.



David van der Zande. Since 2012 Van der Zande is working for ACTIAM. As senior relationship manager he is responsible for servicing institutional clients. Before, he worked at Theodoor Gilissen and Effectenbank Stroeve in several management positions.

