

Van Lanschot Kempen Manager Research Team

# Full suite of competencies in traditional and alternative asset classes

For Professional Investors only

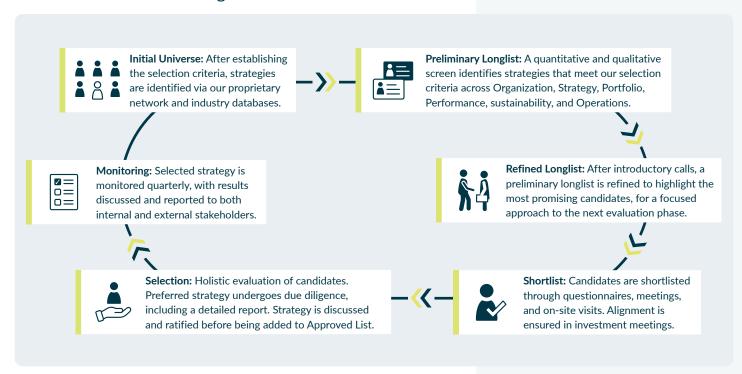
### Manager research and selection: Why Van Lanschot Kempen?

- **Open architecture:** We offer broad access to relevant strategies and high-quality managers in all asset classes, both traditional and alternative. We are unconflicted by design and do not use internal funds unless preferred by the client
- **Client-centred:** Our clients benefit from transparent analysis and a consistent, efficient institutional-quality selection process. We provide tailor-made solutions and full operational unburdening.
- **Distinct philosophy and in-depth process:** This approach leads to a concentrated, high-conviction approved list and strong manager selection results. Selected and monitored managers are regularly reviewed and thoroughly evaluated.
- **Well-resourced, experienced team** of over 30 asset class experts, with 15+ years of average experience and covering an exhaustive set of asset classes. Our investment capabilities span €60+ billion across 400+ strategies.¹
- **Innovative and cost effective:** We (co)-create tailor-made traditional and alternative investment solutions for our clients and bundle our client assets for strong buying power with managers.

# Our Approach

- **Qualitative and forward looking:** we perform extensive due diligence to assess a manager's competitive edge and its long-term viability.
- ➤ High Conviction: we believe that excessive diversification dilutes alpha and raises costs; therefore, we prefer to work with a focused approved list of 'best-in-class' managers.
- Active when advantageous: Active strategies are chosen only when they demonstrate clear advantages over passive options.
- **> ESG integration:** In our due diligence process we use a proprietary ESG manager scoring framework and engage with the managers to improve performance and form long-term partnerships.

## **Our Selection and Monitoring Process**



# **Asset Class Coverage**

We offer a full suite of competencies to support a sophisticated institutional investor base. We have over 300 manager in client porfolios and have extensive experience in creating customised solutions.

#### **Traditional categories**

€28 bn+ / 150+ Strategies		€40 bn+ / 110+ Strategies		€1 bn+ / 15+ Strategies		€1 bn+ / 25+ Strategies	
Equities		Fixed Income		Real A	Assets	Other	
World	Europe	LDI/Treasuries	Credits IG	Listed Real Estate	Listed infrastructure	Diversified Growth	Insurance Linked
Asia	Multi factor	EMD	High Yield	Commodities		Distressed Debt	Structured Credit
US	Small- & Large-cap	Leveraged Loans	Inflation Linked			Opportunistic credit	Alternative Risk Premia
Thematic & Impact	Sector specific	Green Bonds	Working Capital				

#### Alternative categories

€1 bn / 7 Strategies		€8 bn+ / 15+ Strategies		€2 bn+ / 70+ Strategies	€6 bn+ / 40+ Strategies			
Hedge Funds		Private Debt		Private Equity	Real Estate		Natural Capital	Infrastructure
FOHF	Long/short	Morgages	Structured Credit	Buy out	Housing	Offices	Farmland	Traditional
Global Macro	Arbitrage	Direct Lending	Infrastructure Debt	Growth Equity	Retail	Logistic	Forestry	Transition
Credit Hedge Funds	Disaster risk	Leveraged Loans		Venture Capital	Other	Impact		Impact

Source: Van Lanschot Kempen, July 2025

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With a team of seasoned specialists, we deliver bespoke fund selections and customised solutions across a broad range of traditional and alternative asset classes



Theo Nijsen, Co-head Manager Research Solutions

#### Our team

Experienced, stable, and diverse Amsterdam-based team of experts in traditional and alternative categories.



Theo Nijssen

Experience since 1987



Mike Chen

Experience since 2006



Mark Prins

Experience since 2010



Sandro



Caluori

Experience since 2012



Alessandro Filippi

Experience since 2013



Wouter van der Stee

Experience since 2014



Dion van Proosdii

Experience since 2020



Shakerian

Experience since 2023



Lars Mackenbach

Experience since 2024



Roul Haerden

Experience since 2000



Jorrit Arissen

Experience since 2003



Aert



Daan van

Experience since 1997



Jens Poepjes

Experience since 2002



Simon Oosterhof

Experience since 2004



Eszter Vitorino

Experience since 2008



Isaura Wolswiik

Experience since 2014



Witteveen

Experience since 2015



Rayane Cheniouni

Experience since 2017



Felix Rutten

Experience since 2017





Michael

**Sylvester** Experience since 2019



**Chelsea Prent** 

Experience since 2020



Sarah Stols

Experience since 2022



**Sven Smeets** 

Experience since 1998



Willigers

Experience since 2007



Bram Bikker

Experience since 2007



Jet Vollers

Experience since 2021



Rutger-Jan

Leewens Experience since 2001



Janna Moser

Experience since 2020



**Sweering** Experience since 2020



Jip Stienen

Experience since 2024



Richard

Jacobs Experience since 1996



Alice MacNeil

Experience since 2014



Tim van den Pol Experience

since 2015



Willem van Liemt Experience

since 2023

**Arif Saad** 

Experience since 2007



equities, fixed income, hedge funds, real assets & other categories.

Alternative manager research team:

Private Debt, Real Estate, Infrastructure, Natural Capital.

- Private equity team Farmland team

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