VAN LANSCHOT KEMPEN

INVESTMENT MANAGEMENT

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

Initial Universe: After establishing the selection criteria, strategies are identified via our proprietary network and industry databases.

Preliminary Longlist: A quantitative and qualitative screen identifies strategies that meet our selection criteria across Organization, Strategy, Portfolio, Performance, sustainability, and Operations.

Refined Longlist: After introductory calls, a preliminary longlist is refined to highlight the most promising candidates, for a focused approach to the next evaluation phase.

Shortlist: Candidates are shortlisted through questionnaires, meetings, and on-site visits. Alignment is ensured in investment meetings.

Selection: Holistic evaluation of candidates. Preferred strategy undergoes due diligence, including a detailed report. Strategy is discussed and ratified before being added to Approved List.

Monitoring: Selected strategy is monitored quarterly, with results discussed and reported to both internal and external stakeholders.

1. Van Lanschot Kempen, as at June 2025

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 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

> "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 Proosdij
Experience since 2020


Neda Shakerian
Experience since 2023


Lars Mackenbach
Experience since 2024


Roul Haerden
Experience since 2000


Jorrit Arissen
Experience since 2003


Daan van Aert
Experience since 1997


Jens Poepjes
Experience since 2002


Simon Oosterhof
Experience since 2004


Eszter Vitorino
Experience since 2008


Isaura Wolswijk
Experience since 2014


Titus Witteveen
Experience since 2015


Rayane Chenioui
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


Jorrit 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


Max 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

- **Traditional manager research team:** 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**