VAN LANSCHOT KEMPEN

INVESTMENT MANAGEMENT

Time to rethink Dividend investing?

For Professional Investors only.
Q3 2025

A long-term approach for a shifting landscape

As interest rates stabilise and traditional sources of income come under pressure, dividend investing is quietly regaining relevance. For clients seeking dependable income and long-term growth, dividend strategies can offer more than just a high payout. They provide a way to stay invested with purpose, combining resilience with real-world outcomes.

At Van Lanschot Kempen, we take a disciplined approach to dividend investing. We focus on companies with strong fundamentals, consistent cash flows and a clear commitment to shareholder returns. Our strategy is designed to support long-term goals such as retirement planning and wealth preservation, while helping clients navigate market uncertainty with confidence.

Five reasons to consider dividend investing

1

Income that feels dependable

Clients want income that supports their lifestyle without relying solely on cash or fixed income. Dividend strategies can offer a way to maintain purchasing power, backed by real businesses.

2

Resilience when markets are unsettled

Dividend-paying companies tend to be more stable and better capitalised. The income they generate can help cushion portfolios during drawdowns, offering reassurance to clients who are cautious or nearing retirement.

3

A more natural way to draw income

For clients in retirement or decumulation, dividends provide a built-in income stream. This reduces the need to sell assets in volatile markets and supports a more sustainable long-term plan.

4

Quality and growth, not just payouts

We focus on companies with the strength to grow their dividends over time. This means clients benefit from income today and the potential for dividend growth tomorrow.

5

A broader opportunity set

Our global approach allows us to look beyond the usual mega-cap names. We seek resilient businesses in under-researched areas, helping advisers diversify portfolios and uncover income opportunities others may miss.

Designed for real-world outcomes

Our dividend strategy is built to support the goals advisers and clients care about most. For many, that means generating a reliable income stream without having to sell assets in difficult markets. For others, it's about building a more resilient equity allocation that can help preserve capital while still delivering long-term growth.

Rather than chasing the highest yields, we prioritise businesses with the financial strength and consistency to grow their dividends. This helps create portfolios that feel more stable, more purposeful and more aligned with the needs of clients who value quality and dependability.

What next?

If your clients are rethinking how they generate income or want to build resilience into their portfolios, dividend investing could be worth a closer look. It's a time-tested approach that continues to offer relevance, especially when long-term planning and consistency matter most.

Contact us

To find out more about how our approach to dividend investing could support your clients' goals, please visit the contact page on our website to find your local representative.

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Dividend Equities: general risks to take into account when investing in Dividend equity strategies

Please note that all investments are subject to market fluctuations. Investing in a Dividend Equity strategy may be subject to country risk and equity market risks, which could negatively affect the performance. Under unusual market conditions the specific risks can increase significantly. Potential Investors should be aware that changes in the actual and perceived fundamentals of a company may result in changes for the market value of the shares of such company.

The value of your investment may fluctuate, past performance is no guarantee for the future. Do not take unnecessary risks. Before you invest, it is important that you are aware of and are informed about the characteristics and risks of investing. This information can be found in the available documents of the strategy and/or in the agreements that are part of the service you choose or have chosen.

Profile of the typical investor in Dividend equity strategies

The strategy may be suitable as a core or supplemental investment for those:

- interested in a convenient way of gaining exposure to international equity markets;
- seeking long-term growth of their investment (5 years or longer);
- who can bear the possibility of significant losses, especially in the short term; and
- who have experience with the risks and rewards of equity investing.

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