



# Our contribution to the Sustainable Development Goals

As a wealth manager, our mission is to create and preserve wealth for our clients and for society. And wealth generation is essential if we are to successfully sustain our society. This requires a long-term focus in which economic, social and environmental aspects all need to be taken into account.

The long-term focus on a sustainable society can be found in the United Nations' Sustainable Development Goals (SDGs). As a wealth manager with a focus on the long term, we support and encourage these sustainability goals. Sustainable economic growth is essential to create wealth and value for all our stakeholders. In various business roles – as an investor, lender and advisor – we promote sustainable economic growth (SDG 8).

Without a healthy environment a sustainable society is almost impossible to realise. Climate change is one of the most important challenges of our time. As a responsible wealth manager, we aim to contribute to the mitigation of climate change and strive towards a low-carbon economy. We have been reducing our carbon footprint and we encourage our clients to take action via climate-friendly measures, such as reduced energy consumption and clean energy options (SDG 7).

Without a more sustainable pattern of production and consumption we cannot sustain our way of living.



As a long-term investor, we therefore encourage the companies we invest in to adopt sustainable practices, produce in a sustainable manner, integrate sustainable practices and report sustainability information (SDG 12).

For sustainable development, strong institutions and organisations are essential. In our various business roles, we take international guidelines into account and engage with companies to encourage good governance and anti-corruption (SDG 16). To achieve the worldwide SDGs and overcome global challenges, collaboration and partnerships are vital. With this in mind, we participate in sustainable organisations and initiatives such as the PRI, CDP, IIGCC and specific SDG initiatives (SDG 17).

## Other Sustainable Development Goals

As outlined above, we have selected five SDGs to which we contribute specifically via our core activities. We contribute to other SDGs as well, in a lesser way. We focus on the SDGs to which we can make a material contribution.

## How we came to our five Sustainable Development Goals

We have focused on the SDGs to which we specifically contribute at present via our core activities. In selecting them, we have taken into consideration the sub-targets of the SDGs and have consulted our stakeholders, both internal and external. The SDGs are interlinked, and contributions to the SDGs consist of mitigating negative impact (“doing no harm”, in line with the UN Global Compact, to which we have been a signatory since 2008) and generating positive impact (“doing good”). Our contribution to each SDG is shown on the next page.

## Going forward

In the coming year (or years), we will further integrate the SDGs in our organisation. For instance, we will be investigating how to relate the SDGs to our KPIs and taking further steps in impact measurement and reporting on our client investments. We are also looking for ways to increase positive impact via our products and services. For example, in early 2018 we launched our Global Impact Pool, a diversified impact fund through which clients can contribute to several SDGs.

SUSTAINABLE DEVELOPMENT GOALS	COMMENTS	BUSINESS UNIT*				
		PB	Evi	AM	MB	Own
 <p><b>8. Promote sustained, inclusive and sustainable economic growth, full and productive employment and decent work for all</b> We contribute to this SDG by:</p> <ul style="list-style-type: none"> <li>– Screening (including their value chain) our lending and client investments for labour issues and engaging with companies to encourage better labour conditions.</li> <li>– Stimulating economic growth in the Netherlands via investments in and lending to Dutch businesses; and by investing in companies worldwide. We invest about €69 bn in companies worldwide for clients of which over €1 bn via sustainable discretionary management and lend €2 bn to entrepreneurial clients, e.g. entrepreneurs, business and healthcare professionals, family businesses.</li> <li>– Stimulating economic growth via corporate finance and securities services to clients, e.g. M&amp;A, capital market transactions, providing expert knowledge via research reports (companies are subjected to ESG screening). For example, in 2017 we raised €4 bn for companies in our Merchant Banking niche markets.</li> <li>– Launching a Global Impact Pool for clients that invest in companies that contribute to several SDGs, including SDG 8.</li> <li>– Supporting entrepreneurs with our network and knowledge. For instance, in 2017 we brought together around 90 investors and start-ups for our Kapitaaldagen; 70 entrepreneurs have completed the Van Lanschot Academie voor Bedrijfsoverdracht the last years, and more than 200 entrepreneurs and other clients have taken part in our masterclasses (such as Business Valuation). Furthermore, we organised several workshops, masterclasses and other educational and network activities for over 500 Healthcare clients.</li> <li>– Offering our clients the opportunity to invest in microfinance. Via this microfinance fund entrepreneurship and economic growth in developing countries is stimulated.</li> </ul>		✓	✓	✓		
 <p><b>7. Ensure access to affordable, reliable, sustainable and modern energy for all</b> We contribute to this SDG by:</p> <ul style="list-style-type: none"> <li>– Screening (including their value chain) our client assets on environmental issues and engaging via our client investments with laggard companies in carbon-intensive sectors to combat climate change, e.g. through renewable energy and energy efficiency. We also offer our clients opportunities to combat climate change through discretionary management and impact investing.</li> <li>– Launching a Global Impact Pool for clients that invest in companies that contribute to several SDGs, including SDG 7.</li> <li>– Informing mortgage clients to make their houses more sustainable.</li> <li>– Voting at Shell’s AGM in favour of the “Follow This” resolution, the aim of which was to set carbon emission targets in alignment with the goal of the Paris Climate Agreement.</li> <li>– Reducing the carbon footprint of our own organisation (by 35% since 2011) and targeting further reduction in carbon emissions (by 2% per FTE annually up to 2025).</li> <li>– Advising Merchant Bank clients active in sustainable energy (advising OrangeGas).</li> </ul>		✓	✓	✓		

SUSTAINABLE DEVELOPMENT GOALS	COMMENTS	BUSINESS UNIT*				
		PB	Evi	AM	MB	Own
 <p><b>12. Ensure sustainable consumption and production patterns</b>  <b>We contribute to this SDG by:</b></p> <ul style="list-style-type: none"> <li>– Screening (including their value chain) our lending and client investments on environmental criteria to avoid adverse environmental impacts, and encouraging companies via engagement to mitigate such impacts.</li> <li>– Engaging with companies in which we invest (for clients) to encourage them to adopt sustainable practices and report sustainability information.</li> <li>– Launching a Global Impact Pool for clients that invest in companies that contribute to several SDGs, including SDG 12.</li> <li>– Reducing waste within our own organisation (by 26% since 2011) and thereby contributing to reducing our carbon footprint.</li> </ul>	✓	✓	✓			
 <p><b>16. Promote peaceful and inclusive societies for sustainable development, provide access to justice for all and build effective, accountable and inclusive institutions at all levels</b>  <b>We contribute to this SDG by:</b></p> <ul style="list-style-type: none"> <li>– Screening (including their value chain) all companies in which we invest to comply with international conventions and guidelines, including on anti-corruption. Via engagement we encourage all fund managers in which we invest to support and become signatories to the Principles of Responsible Investment.</li> <li>– Having processes and policies in place to ensure fair operating practices and to avoid involvement in activities such as corruption and money laundering – e.g. due diligence processes, a Code of Conduct and the Banker's Oath.</li> </ul>	✓	✓	✓			
 <p><b>17. Strengthen the means of implementation and revitalize the global partnership for sustainable development</b>  <b>We contribute to this SDG by:</b>  Involvement as an organisation in several international initiatives, partnerships and guidelines so as to strengthen our impact. These include the UN Global Compact, PRI, SDG initiatives, CDP and IIGCC.</p>	✓	✓	✓	✓	✓	

\* Contributions to SDGs relate to the VLK business units shown in brackets. PB: Private Banking; Evi: Evi; AM: Asset Management; MB: Merchant Banking; Own: Own organisation. Figures as at end of 2017.

Our activities described above can be found in our annual report 2017 and on our websites ([vanlanschotkempen.com/responsible](http://vanlanschotkempen.com/responsible); [kempen.com/en/asset-management/responsible-investment](http://kempen.com/en/asset-management/responsible-investment)).