

How we create value - our impact quantified

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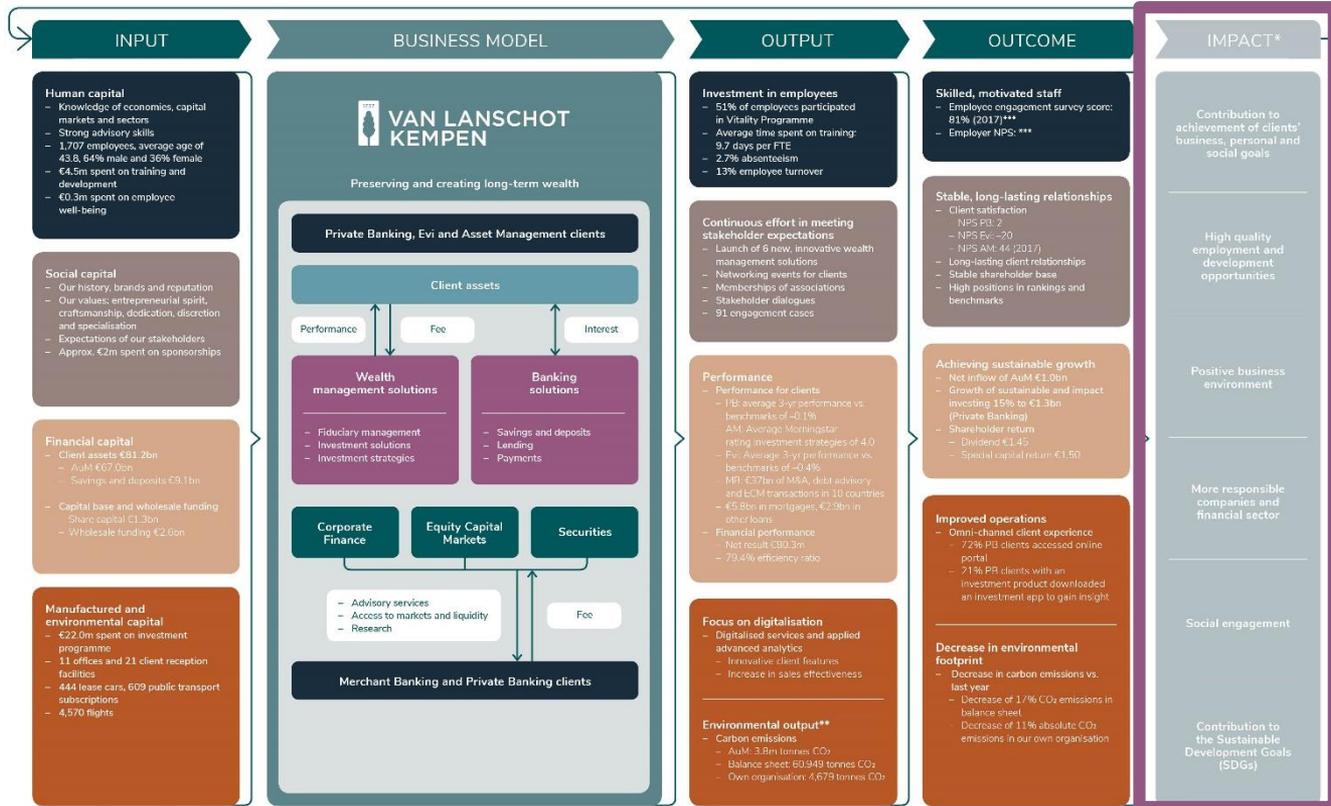
VAN LANSCHOT
KEMPEN



Background

HOW WE CREATE VALUE

Societal impact



- In our annual report, our impact on society is summarised in the last column of our value creation model (page 10).
- In this document, we aim to quantify our societal impact for the third year running. While we do not correlate our impacts specifically to our five Sustainable Development Goals, we will explore this opportunity the coming years.
- Quantifying our impact currently consists of giving examples. These are indications only; the figures have not been audited.
- We aim to improve our methodology over the coming years to present more comprehensive impact figures.

2016 figures

1737

* For examples see [vanlanschotkempren.com/en/press/2018/04/01](https://www.vanlanschotkempren.com/en/press/2018/04/01)

** Our own carbon footprint covers all direct and indirect CO₂ emissions of our own and the full of AuM. The figures are best practices and will be further reduced next year. For more information, see page 28.

*** We did not conduct an employee engagement survey in 2016. This means there is no 2016 data on the level of employee engagement, for an employee year.

Our societal impact

Summary



Contribution to the goals of our clients

Contribute to the achievement of clients' business, personal and social goals

Example: via *Intake Beleggen* around 1,170 Private Banking indicated their goals



Positive business environment

Support employment and contribute to GDP

Example: via direct holdings, directly support around 1,400 jobs and contribute approx. €60 million to GDP



More responsible companies and financial sector

Encourage sustainability practices at several companies and investment funds

Example: Kempen Global Sustainable Equity Fund is c. 80% less carbon intensive than benchmark



Social engagement

Support community activities via financial resources, employees and networking

Example: 94 employees followed resuscitation courses to contribute to the goal to make the Netherlands a "6-minutes zone".



High-quality employment and development opportunities

Achieve social advantage for own employees and students

Example: social advantage via education and internships, resp. around €4 million and €1 million

- This overview shows our impact calculations.
- Our societal impact is split into five parts, in line with our value creation model.
- Examples have been given for each part. These examples are explained in more detail on the following pages.



Contribution to the goals of our clients



Private Banking:
1,170 clients
indicated
personal,
business and
societal goals
through *Intake
Beleggen*



Around 88% indicate they are pursuing a personal goal

Example: Create wealth for retirement after working / entrepreneurship



Approximately one in 18 goals relates to business

Example: Business succession



Approximately one in 22 goals relates to society

Example: Active contribution to a better world, via donations and/or investments in social entrepreneurs

- We aim to contribute to the achievement of our clients' goals.
- One example is our *Intake Beleggen* research which was developed for our Private Banking clients to gain insight into their goals.
- We divided these goals into three categories:
 - Personal
 - Business
 - Societal



Positive business environment



Example: providing capital



(Direct) impact:

Direct holdings supports around 1,400 jobs in SMEs¹



These jobs directly contribute around €60 million to GDP²

Example: education and networking activities



- In the last eight years, 90 entrepreneurs completed the *Van Lanschot Academie voor Bedrijfsoverdracht*, and 20 started in 2018
- More than 2,000 entrepreneurs and other clients have taken part in lunch workshops and masterclasses.
- We organised several workshops, masterclasses, and other educational and networking activities for over 500 healthcare clients
- In 2018, we welcomed around 75 investors, clients and prospects for our annual Kempen Oranje Participaties event
- In 2018, we brought together around 100 investors and start-ups for our *Kapitaaldagen*

- We contribute to a positive business environment by providing capital to entrepreneurs, and offering them education and networking activities.
- The capital relates to our direct private equity investments. Moreover, Corporate Finance advises companies on capital market transactions (equity and debt).
- Capital gives entrepreneurs the opportunity to invest and contribute to economic development.
- We also give entrepreneurs the opportunity to participate in education and networking activities.

¹ The number of supported jobs is calculated by using the ratio of our interests in the companies.

² The average personal primary income in the Netherlands is €42.000 (source: CBS).



More responsible companies and financial sector



ESG-screening

Engagements

Directly with 91 firms

208 companies via *collaborative* initiatives

Dialogues with 17 *external* fundmanagers



Climate

Less carbon intensive:

Engagement with laggards in carbon intensive sectors with aim to encourage the movement to a less carbon intensive environment.



ESG scoring

We have scored 53 funds, contributing to 19% of our AuM.



Sustainable financial sector

New sustainable products



Sustainable and impact funds

- Global Impact Pool
- Kempen (Lux) Global Sustainable Value Creation Fund

Collaboration on sustainability



Collaboration with stakeholders

Participated in several collaborative initiatives, such as: Climate Action 100+, PCAF and Platform Living Wage Financials.

- Via actively engaging with companies and fund managers, collaborating with other stakeholders, and offering sustainable products to our clients, we contribute to a more sustainable private and financial sector.
- We screen our client investments on environmental, social and governance (ESG) aspects. Based on the results of the screening, we engage with companies and fund managers to make a positive change. We also use collaborative engagement and a thematic approach to increase our impact.
- For some themes (climate & ESG scoring), we show a **impact examples**, together with examples of our contribution to a sustainable financial sector.



Social engagement



Van Lanschot Kempen Foundation

Themes:
financial education,
arts & culture,
healthcare, and
social cohesion via
sport



Social contribution via community projects

- About 20 social projects undertaken
- Around 250 employees involved



Example: Olympic Sportsweek

40 employees volunteered during the Olympic Sports Week (children from disadvantaged situations have the opportunity to get acquainted with various sports in both Rotterdam and Amsterdam)

Example: Resuscitation courses

To contribute to the Hartstichting's goal of making the Netherlands a "6-minute zone", 94 employees followed a (refresher) resuscitation course

Sponsorships and partnerships

Sponsorships



Partnerships



- We contribute directly to society via our financial resources, employees and network.
- Our social projects have been brought together in the Van Lanschot Kempen Foundation (VLKF).
- We support initiatives in the areas of art and sport. We act as the main sponsor for Amsterdam's Concertgebouw. Moreover, we are a partner of the Van Gogh Museum, and introduced the Van Lanschot Kunstprijs in 2015.
- Kempen sponsors rowing club Nereus and Holland Festival.
- Evi sponsors football club Koninklijke HFC and women's beach volleyball duo Madelein Meppenlink and Sanne Keizer. And our partnership with JustdiggIt supports projects which contribute to cooling down the planet.



High-quality employment and development opportunities



Example: Education and training



125,361 training hours...



...around €4 million invested in social advantage due to education

Example: Internships



182 internships...



...about €1 million per year invested in social value due to internships

- We aim to offer our employees high-quality employment and development opportunities. Training and education programmes are an important part of this. We also offer students several internships that contribute to their development.
- In 2011, our employees spent 125,361 hours on training and education³.
- Impact (return) on education and internships:
 - Scientific studies show that education yields social return.
 - Based on these studies⁵ we estimate the social return on the education we offer at around €3 million, and the social return on our internships at about €1 million.

3. To calculate social return, the following starting points have been used:

- Education yields 6.0 – 9.0% (individual) and 7.5 – 12.5% (social) returns. Source: R. Elk, D. Lanser and S. van Veldhuizen, 2011, *Onderwijsbeleid in Nederland: de kwantificering van effecten*, CPB document.
- The time employees invest in education and internships equals the return on education (pro rata).
- Education and internships have a five-year impact.
- For this calculation we use average fte managerial since February 2019.

