



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 in a sustainable way. Wealth generation is essential if we are to successfully sustain our society.

The long-term focus on a sustainable society can be found in the United Nations' Sustainable Development Goals (SDGs). As a wealth manager, we support and encourage these sustainability goals.

SDG 8

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 7

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 12

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 3

As a wealth manager we see the importance of improving the health of people and increasing their life expectancy. Therefore we aim to invest via the Kempfen Global Impact Pool in responsible managed companies that contribute to the provision of basic goods and services.

SDG 16

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 17

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.

Other Sustainable Development Goals

As outlined above, we have selected six SDGs to which we contribute by our organisation. We focus on the SDGs to which we can make a material contribution.

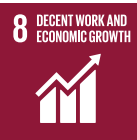

How we came to our six Sustainable Development Goals





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 in the table below.

Going forward

In the coming years, we will further integrate the SDGs in our organisation. For instance, we will be investigating how to improve the correlation between the SDGs and 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 2019 we launched our "green mortgage".

SUSTAINABLE DEVELOPMENT GOALS	OUR CONTRIBUTION	BUSINESS UNIT ¹				
		PB	Evi	AM	MB	Own
 <p>8. Promote sustained, inclusive and sustainable economic growth, full and productive employment and decent work for all</p> <ul style="list-style-type: none"> – Screening our lending and client investments for labour issues and engaging with companies to encourage better labour conditions. When we screen borrowers or investees we take their value chain into account as well. – Stimulating economic growth via lending to and investments in businesses and governments. We lend €1.4 bn to SME clients, e.g. entrepreneurs, business and healthcare professionals and family businesses. We invest €87.7 bn in companies and governments worldwide. Within Private Banking over €2.0 bn is invested in sustainable discretionary management. – Stimulating economic growth via corporate finance and securities services to clients, e.g. M&A, capital market transactions, providing expert knowledge via research reports (companies are subjected ESG screening). – Via the Kempen Global Impact Pool we invest (for clients) in companies that contribute to several SDGs, including SDG 8. – Supporting entrepreneurs with our network and knowledge. For instance, in 2019 we brought together around 100 investors and start-ups for our Privaat Kapitaaldagen: 100 entrepreneurs have completed the Van Lanschot Academie voor Bedrijfsoverdracht the past ten years and more than 2,000 entrepreneurs and other clients have taken part in lunch workshops and masterclasses. Furthermore, we organised several workshops, masterclasses and other educational and network activities for over 500 healthcare clients. 	✓	✓	✓			
 <p>7. Ensure access to affordable, reliable, sustainable and modern energy for all</p> <ul style="list-style-type: none"> – Screening our client investments 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. When we screen client investments we take their value chain into account as well. We also offer our clients opportunities to combat climate change through sustainable investment solutions and impact investing. – Via the Kempen Global Impact Pool we invest (for clients) in companies that contribute to several SDGs, including SDG 7. – Informing mortgage clients to make their houses more sustainable. In 2019 we launched the Van Lanschot Groenhypotheek ("green mortgage") for (existing) clients. – Participating in the Climate Action 100+ group dialogue to integrate climate change in the business model - in line with the Paris Agreement goals - of carbon intensive companies, such as Shell, BP and Equinor. – The transition towards sustainable energy requires a huge investment and has triggered a shift of capital from conventional fossil fuel based energy into the rapidly evolving renewables sector. With Kempen we facilitate such capital flows by conducting research where to allocate it best, by executing the related equity- and debt transactions, and by shaping the industry with mergers and acquisitions. – Reducing the carbon footprint of our own organisation (by 44.4% since 2011) and targeting further reduction in carbon emissions (by 2.5% per FTE annually up to 2025). – Early 2019 we launched a new lease car policy with more options for electric cars. Furthermore, we placed several new charging stations in 2019 at our offices. – In April 2019 we organised our first 'climate change' event for Private Banking clients. During this event opportunities for investing, living and entrepreneurship facing climate change were presented. 	✓	✓	✓	✓	✓	

SUSTAINABLE DEVELOPMENT GOALS	OUR CONTRIBUTION	BUSINESS UNIT				
		PB	Evi	AM	MB	Own
 <p>12 RESPONSIBLE CONSUMPTION AND PRODUCTION</p>	<p>12. Ensure sustainable consumption and production patterns</p> <ul style="list-style-type: none"> – Screening our lending and client investments on environmental criteria to avoid adverse environmental impacts. When we screen borrowers and investees we take their value chain into account as well. – Encouraging companies via engagement to mitigate negative impacts and to adopt more sustainable practices. – Via the Kempen Global Impact Pool we invest (for clients) in companies that contribute to several SDGs, including SDG 12. – Reducing waste within our own organisation (by 21% since 2012) and thereby contributing to reducing our carbon footprint. Partly for this reason, we collaborate with a more sustainable caterer in our Den Bosch and Amsterdam (Apollolaan) offices. 	✓	✓	✓		
 <p>3 GOOD HEALTH AND WELL-BEING</p>	<p>3. Ensure that health, well-being and life expectancy of people increase</p> <ul style="list-style-type: none"> – The Kempen Global Impact pool is invested in Leapfrog, a private equity firm that targets SDG 3 by directing their investments towards improving the level of financial inclusion and affordable healthcare in emerging markets. – One of LeapFrog's investments is the pharmacy chain Goodlife in East Africa. Goodlife focuses on increasing access to affordable over-the-counter (OTC) and prescription drugs across the region. On an annual basis, Goodlife has reached 1.4 million people and provided 9.6 million high-quality pharmaceuticals and healthcare services to patients². Goodlife estimates that 50% of their customers fall in the \$2-\$10 low-income bracket. 			✓		
 <p>16 PEACE, JUSTICE AND STRONG INSTITUTIONS</p>	<p>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</p> <ul style="list-style-type: none"> – Screening all companies in which we invest (including their value chain) to comply with international conventions and guidelines, including on anti-corruption. When we screen companies we take their value chain into account as well. Via engagement we encourage all fund managers in which we invest to support and become signatories to the Principles for Responsible Investment. – 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. 	✓	✓	✓		
 <p>17 PARTNERSHIPS FOR THE GOALS</p>	<p>17. Strengthen the means of implementation and revitalize the global partnership for sustainable development</p> <p>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, IIGCC, PCAF and PLWF.</p>	✓	✓	✓	✓	✓

¹ Contributions to SDGs relate to the Van Lanschot Kempen business units shown in brackets. PB: Private Banking; Evi: Evi; AM: Asset Management; MB: Merchant Banking; Own: Own organisation. Figures as at end of 2019.

² Numbers represent the full impact of the investee companies. They are not prorated by the amount the fund manager is invested in these companies or the Kempen Global Impact Pool investment.

Our activities described above can be found in our annual report 2019 and on our websites (vanlanschotkempen.com/responsible; kempen.com/en/asset-management/responsible-investment).