

Press Release

Robeco appoints Steven de Vries as Head of Europe Wholesale

Rotterdam, 19 November 2025 – Robeco today announces the appointment of Steven de Vries as Head of Europe Wholesale, effective 1 December 2025.

In this role, Steven will be responsible for leading and expanding Robeco's wholesale distribution strategy across key European markets. His remit includes overseeing client engagement, sales growth, and development of the European Wholesale market. He will focus on strengthening Robeco's presence among financial intermediaries, private banks, family offices, and platform providers, while driving innovation in product distribution and marketing. Steven will play a pivotal role in aligning Robeco's wholesale strategy with broader business objectives.

Steven brings over 25 years of international experience in asset management, having held senior roles at ING Group, AXA Investment Managers, Henderson Global Investors, Janus Henderson, and LGIM. He has a proven track record in building high-performing teams, expanding into new markets, and driving significant sales growth. At LGIM, he successfully grew the wholesale business from EUR 50 billion to EUR 85 billion in just three years, and led pan-European integration efforts to unify sales strategies across regions.

Ivo Frielink, Global Head of Sales & Marketing a.i. at Robeco: "We are pleased to welcome Steven to Robeco. His deep expertise in European distribution, strategic mindset, and proven leadership will be instrumental in accelerating our wholesale ambitions across the region. Steven's appointment marks an important step in strengthening our client-centric approach and delivering long-term value to our partners."

Steven de Vries: "I am honored to join Robeco as Head of Europe Wholesale. The opportunity to build on Robeco's strong foundation and drive growth across European markets is truly exciting. I look forward to working with our talented teams and partners to deliver innovative solutions, unlock new opportunities, and deepen client relationships."

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About Robeco

Robeco is a pure-play international asset manager founded in 1929 with headquarters in Rotterdam, the Netherlands, and 15 offices worldwide. A global leader in sustainable investing since 1995, its integration of sustainable as well as fundamental and quantitative research enables the company to offer institutional and private investors an extensive selection of active investment strategies, for a broad range of asset classes. On 30 June 2025, Robeco had EUR 246 billion in total client assets. Robeco is a subsidiary of ORIX Corporation Europe N.V. More information is available at www.robeco.com.