

## > CFI.co Meets the CEO of TKP Investments: Roelie van Wijk

One of the 75 women business leaders in The Netherlands who form an informal network pushing for change, Roelie van Wijk of TKP Investments successfully deployed a framework that fosters innovation and optimises operational efficiencies at the firm she heads since 2006. Mrs Van Wijk is not one for business-as-usual: “After consulting with our clients, we decided to exclude controversial investments and incorporate strict environmental, social, and governance standards throughout the organisation.”

TKP Investments, a wholly-owned subsidiary of Aegon Asset Management, is dedicated to providing investment consultancy and management services to pension funds. The firm is an offshoot of the original pension fund of state-owned Post and Telephony Company (PTT) – since dismembered and privatised. TKP Investments currently offers investment management and advice to 25 pension funds. The firm has in excess of €21bn in funds under management and provides strategic advice on an additional €1.8bn.

TKP Investments is a pioneer of the multi-manager approach which allows the company to easily adjust to meet customer preferences and market opportunities across the entire universe of asset classes. “TKP Investments offers economies of scale to its clients that reduce overhead expenses. Pension funds are challenged to meet all regulatory requirements and often need to hire expensive consultants to help them navigate all the rules. Those costs are charged to members and reduce the overall profitability of any given portfolio. TKP Investments helps reduce those expenses by pooling resources.”

With a small team of some hundred professionals, TKP Investments is nimble enough to seize opportunities, yet large enough to ensure the consistent delivery of world class investment advice and services. “We are known for our one-on-one approach to the business. At TKP Investments we realise that each client has unique requirements or specific concerns that call for a bespoke approach. The commonality is, perhaps, to be found in the fact that our firm adheres to the principles of responsible investing as the best way of securing satisfying long-term returns.”

Mrs Van Wijk welcomes the consolidation taking place in the Dutch pension fund sector: “A few years ago there were as many as a thousand pension funds in The Netherlands. This number has now been reduced to around 270 and may decrease yet further to, say, around the hundred



CEO: Roelie van Wijk

mark.” The sector’s consolidation may largely be ascribed to have resulted from a collective exercise in cost containment. TKP Investments has been at the forefront of developments and facilitated one of the first applications for a license to manage a pension fund under a new legislative framework that came into being on January 1 and creates a new long-term investment vehicle – the general pension fund (APF, Algemeen Pensioensfonds).

The vehicle is intended to create a pool of pension funds and thus allows smaller funds to access the cost savings and increased clout associated with economies of scale.

Mrs Van Wijk has over a quarter century of experience in the pension fund and investment industries. From 2006 to 2011 she held a seat on the board of directors of TKP Pensioen BV which serves a number of large pension funds. She led ESG Research and was head of Equity Investments at SNS Asset Management. Mrs Van Wijk also worked as portfolio manager at both the Philips and PGGM pension funds. She is a certified European financial analyst and is chairman of the non-executive board (within a 1-tier board) of the Dutch Railway Pension fund. Additionally Mrs van Wijk is member of the board of the Dutch Fund and Asset Management Association. ❁