

# Robert Rubinstein

Chairman  
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## Family Office Impact Strategies How can Impact Offer Safer Returns

### Abstract

Most regard Impact Investing as an extension of charity. No returns but good social or environmental impact. That is a myth. Looking at the social, environmental and governance risks and returns as well as the financial provides better returns because one evaluates all risks and impact is often not correlated. In addition, you can't engage an asset owner telling them that their portfolio is down 2-3% because of low interest rates. That is a dead conversation and it represents 80-95% of their portfolio. Engaging them on impact through their illiquid side, even if small, but that is where you find an engagement and an enthusiasm of the client. They come alive because it aligns with their core interests and values. Values Investing works. Small is beautiful.

### Biography

Mr Rubinstein is the Chairman and Founding Partner of TBLI Group Holdings B.V. The Company founded in 1998 with the mission of mobilising capital for sustainable investments. Mr Rubinstein has been instrumental in championing Sustainable and Impact Investment dedicated to solving social issues. Mr Rubinstein taught courses in Sustainable Finance at the Rotterdam School of Management and lectured at many international business schools and universities.

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