



ARKADIKO
P A R T N E R S

BUILDING A SUSTAINABLE FINANCIAL SYSTEM

“To think that the world can even change without changes in our mental models is folly.” – Joseph Jaworski

THE INVESTMENT INDUSTRY NEEDS TO CHANGE – AND RAPIDLY

The investment industry has been overly focused on short-term financial outcomes, paying insufficient attention to the interests of its customers and failing to provide the products and services needed to put sustainability at the heart of financial markets.

The health and wealth of economies, societies and the environment have been negatively impacted by this short-term behavioral trend.

However, there is a growing momentum for change.

THE INTERESTS OF CLIENTS, COMPANIES AND INVESTORS ARE INEXTRICABLY LINKED

Sustainability, as it's becoming truly understood, implies profitability.

Institutional investors have the opportunity to promote the strong purpose of the companies in which they invest and build their cultures firmly in partnership with clients.

RESPONSIBLE INVESTORS WILL:

- Improve the **stewardship of investments** and the quality of stakeholder relationships;
- Positively influence the policy environment and **catalyse change** in the financial system;
- Shift focus from short-term transactions to **longer-term** partnerships;
- Improve the quality of **client relationships** by building trust and realising the benefits of interdependence.

WE'RE HERE TO HELP

Arkadiko Partners is an innovative consultancy that works with investors to improve the quality of their stakeholder relationships, thereby strengthening their business models.

Our purpose is to address dysfunctions and failures of the financial system by assisting investors and their stakeholders in their evolution from short-term transactional to longer-term relational behaviour.

KNOWLEDGE AND EXPERTISE

- **Over 40 years of expertise** in investment management and financial markets;
- **Innovative, creative and entrepreneurial** professionals, fully dedicated to assisting their clients in catalysing a sustainable capitalism to the benefit of all stakeholders;
- **Strong leadership skills**, ability to build confidence, trust and to organise large-scale projects, seeing patterns and trends, combined with the capability to act upon these;
- **A large senior global network** and significant credibility in the finance and business sectors.

WHAT WE DO

We assist investors in transforming their business models and developing their corporate purpose and culture by facilitating and establishing their stakeholder dialogue and reframing their **relationships**.

We enable our clients to realise the benefits of their **interdependence** with stakeholders and to focus on longer-term relationships rather than short-term transactions.

We promote **leadership** within investing institutions and enable their greater professionalism and participation in the development of the markets and economies on which they and their clients depend.

OUR CLIENTS CONSULT US ON:

- **Transforming client relationships** - moving from transactional relationships to long-term mutually beneficial partnerships;
- **Making investments better** - building trust with companies, promoting purpose and positive cultures to create long-term shareholder value;
- **Investing in people** - recruiting and motivating people who will deliver sustainable financial performance;
- **Changing external perceptions** - engaging with stakeholders and influencing positive regulatory and policy change.

OUR TEAM

COLIN MELVIN

Partner

Colin is responsible for delivery of client services, supporting them in developing and implementing a long-term relational approach.

Colin is a thought leader and agent for positive change, who has been at the forefront of global developments in corporate leadership, stewardship and sustainability and responsible asset management for over twenty years. He has international experience from the investor and corporate perspectives in developing and challenging strategy, promoting effective risk management and corporate governance and creating well-aligned incentives.

JENNIFER WALMSLEY

Partner

Jennifer is responsible for delivery of client services, supporting them in developing and implementing a long-term relational approach.

Jennifer is passionate about improving relationships in the investment chain, whether between fund managers and companies or pension funds and their beneficiaries. She has spent much of her career working in and with the investment management industry with a focus on helping organisations better meet the needs of their ultimate clients, the asset owners, and brings a valuable perspective on the regulatory landscape.

NINA CIESLINSKA

Manager

Nina supports clients in administrative matters relating to the services provided. She has been working with Colin and Jennifer since 2014, when she joined the Hermes EOS team (at Hermes Investment Management), assisting in corporate engagement, client relationships and business development activities.

Nina is a highly skilled and results-oriented individual, with over 10 years of international experience in executive assistant and marketing roles.