

*What must an investment proposition regarding 'sustainable' real estate meet for ABN AMRO MeesPierson clients?*

ELS-70424 MSc Internship Education and Learning Sciences (2020)

Student: Tom Kloosterman

Supervisor: Bart Doorneweert

Time period: 10-08-2020 – 06-01-2020



As an International Development student, who follows the Entrepreneurship track, I was 'stuck' in the Netherlands due to the global corona pandemic during my search for an interesting graduation internship. With the help of LinkedIn, I eventually found out about the Informal Investment Services (IIS) department of ABN AMRO MeesPierson. This department scouts for promising startups with a need for investment to show to their possible investors (private banking clients of ABN AMRO MeesPierson) who would like to invest in promising startups with their private money and knowledge. When I found out about this internship vacancy, I became enthusiastic to become part of the startup investing community in the Netherlands. This internship gave me a small insight in this very interesting world of investment managers, startups, Angel Investors, Series A funding, Venture Capital funds and so on.

During my internship I worked on my own market research of a possible new real estate investment proposition, studied many business plans, and spoke with various entrepreneurs who were looking for investments. It was very interesting to investigate a market I did not know anything about (the real estate market) and I am happy to say that the project is still going on after I am gone with another intern at ABN AMRO MeesPierson. This way my research does not end on a shelf but could be the start of a real new proposition within ABN AMRO MeesPierson!

The most interesting part of the internship for me personally were the many conversations with startups who were looking for investments from informal investors. I have spoken to a total of about twenty different startups during my internship. These business plans and conversations taught me a lot about promising startups, their teams, and ideas. I also helped to organize the first online Sustainability Pitch Day. During this day, two startups presented their startup that I had seen pitching before at two different StartHub Wageningen events.

Apart from reviewing start-ups and doing market research on real estate, I also learned a lot about what it is like to be an entrepreneurial Wageningen student working for a large corporate. While I enjoyed working within the relatively small IIS team, I realized that large corporate organizations with many departments is not my preferred workplace. The sluggish processes and many layers meant that the entrepreneurial ideas did not always work out the way it supposed to be in my opinion. So, because of the insights of this internship, I am now looking for a job within a small to medium-sized company with a link to entrepreneurship and/or international development.

Finally, I would like to thank my two supervisors, Bart Doorneweert and Hugo Westerink of ABN AMRO, for their excellent support during this great internship. And last but not least, I would like to thank the Wageningen University for their flexibility in allowing me, as a MID student, to do my internship at the Education and Learning Sciences department (ELS).