

# JANUS HENDERSON INVESTORS

## INVESTED IN CONNECTING:

The notion of “connecting” is powerful – it has shaped our evolution and our world today. At Janus Henderson, we seek to benefit clients through the connections we make.

Connections enable strong relationships with clients based on trust and insight as well as the flow of ideas among our investment teams and our engagement with companies, all of which allow us to make a positive difference. These connections are central to our values as a firm, to what active management stands for and to the outperformance we seek to deliver.

## AT A GLANCE:

Janus Henderson is a global asset manager with more than 345 investment professionals and expertise across all major asset classes. Our individual, intermediary and institutional clients span the globe and entrust us with more than US\$336.7bn of their assets\*. Our commitment to active management offers clients the opportunity to outperform passive strategies over the course of market cycles. Through times of both market calm and growing uncertainty, our managers apply their experience weighing risk versus reward potential – seeking to ensure clients are on the right side of change.

## WHY JANUS HENDERSON INVESTORS?

At Janus Henderson, we seek to link our world-class investment teams and experienced global distribution professionals with our clients around the world. We believe in:

### ▶ Active because active matters

We selectively invest in what we believe are the most compelling opportunities. Our investment teams are free to form their own views and seek to actively position portfolios to connect clients with their objectives.

### ▶ Global strength to deliver local solutions

We offer true global reach with a presence in all major markets, combined with the responsiveness, tailored solutions and personal touch you would expect from a local partner.

### ▶ Empowering clients through Knowledge Shared

We connect our clients with insights and knowledge that empower them to make better investment and business decisions.

### GLOBAL STRENGTH



Assets under management



Over 345 investment professionals



More than 2,000 employees



27 Offices worldwide



Over 4,300 companies met by investment teams in 2019

■ North America ■ EMEA & LatAm  
■ Asia Pacific

Source: Janus Henderson Investors, as at 30 June 2020.

\*Source: Janus Henderson Investors. Staff and AUM data as at 30 June 2020.



<< We are continuously evolving the ways in which we connect with our clients. This means being responsive to the shifting world around us, maintaining a strong understanding of client needs and adapting quickly to deliver solutions to those we serve. >>

**Suzanne Cain**  
Global Head of Distribution

## AS A CLIENT, YOU SHOULD EXPECT:

### 1. Collaboration

We work as teams across functions towards the end goal of delivering for clients. We believe in blending the views of experts and reaching solutions together.

### 2. Alignment

We are a partner seeking to evolve what we offer and provide expert insight to help inform client decision-making throughout the investment journey.

### 3. Access

We continue to enhance our distribution channels and broaden our reach across product ranges to allow more clients to tap into our areas of strength.

### 4. Support

Investment performance is what we seek to deliver but there are additional ways that we can add value as an active manager. These vary by the needs of our clients, but we offer our services as widely as possible.

## INVESTMENT EXPERTISE:

We offer expertise across all major asset classes, with investment teams situated around the world. These teams and their approaches are shaped with the client in mind. Products are developed to meet evolving needs, and investment managers operate within clearly articulated parameters as they seek to achieve stated or agreed upon objectives. Transparency of process, positioning and progress towards meeting objectives are central to our approach, and our investment and distribution teams seek to keep clients informed at every stage.

For more information, please visit [janushenderson.com](http://janushenderson.com)

**Janus Henderson**  
INVESTORS

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