**S&P Global**
Market Intelligence

# Profile Builder

**Generate buy side investor reports and profiles quickly and efficiently**

With a user-friendly interface and versatile screening workflow, Profile Builder is an easy-to-use tool for producing buy side investor profiles. Deliver powerful investor insight by incorporating comprehensive global ownership data, contacts, and biographical content from our BigDough database. A selection of report templates and file formats allow for customization to your audience.

## Key features

– User-friendly and versatile workflow

– Access to our comprehensive global ownership data, institutions, contacts, and biographica content covering equity and fixed income

– Fully customizable templates to match client branding and presentation preferences

– Multiple users can edit, modify, save, and collaborate on the same project

– Flexible output options — PDF, Excel, Word, or PowerPoint

– Report on client consumption data and integrate with all major aggregators

– Capture and report on client interactions and meet regulatory requirements

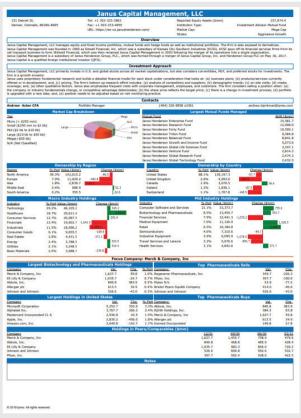## Three easy steps to produce a profile

**Select a template** from your firm's customized library of templates.

**Select filters** including investors and/or contacts from our comprehensive investor database as well as a focus and peer securities, industry, region.

**Generate** with one-click the full list of selected investors into a PDF, Excel, Word, or PowerPoint document.

# Sample Profiles

## Janus Capital Management, LLC — Denver

151 Detroit St.
Denver, CO 80206-4805
Tel: +1 303-333-3863
Fax: +1 303-333-4955
Url: https://en-us.janushenderson.com/

### Portfolio Stats

| | | | |
|---|---|---|---|
| Equity Assets ($mm) | 157,974 | # of Stocks Bought | 734 |
| Investment Style | Aggr. Growth | Value Bought ($mm) | 15,250 |
| # of Stocks Held | 1,753 | # of Stocks Sold | 709 |
| Net Chg Value ($mm) | -1,360 | Value Sold ($mm) | -16,611 |

### Meeting Contact(s)

**Andrew Ross Acker CFA    Portfolio Manager    (404) 220-8958 x3**

**Bio:**
Acker is the executive vice president, portfolio manager and analyst at Janus Capital Management, LLC. He joined the firm in August 1999. Previously, Acker was an analyst at Morgan Stanley Venture Partners (July 1994-July 1997). He holds a BA in Biochemistry from Harvard University ('94) and an MBA from Harvard Business School ('99).

| | |
|---|---|
| Industry Coverage | Healthcare |
| Country/Region | Asia, Europe, Africa, Middle East, Nor |
| Style | Growth |

### Market Cap Breakdown

| Tier | Val ($mm) |
|---|---|
| Micro Cap (< $250 mm) | 53 |
| Small Cap ($250 mm to $2 bb) | 3,832 |
| Mid Cap ($2 bb to $10 bb) | 30,263 |
| Large Cap ($10 bb to $50 bb) | 55,829 |
| Mega Cap (>$50 bb) | 67,862 |
| Not Classified | 135 |

### Investment Approach

Janus Capital Management, LLC primarily invests in U.S. and global stocks across all market capitalizations, but also considers convertibles, MLP, and preferred stocks for investments. The firm is a growth investor. Janus uses proprietary fundamental research and builds a detailed financial model for each stock under consideration that looks at: (a) business plans; (b) products/services currently offered or in development; and, (c) pricing. The firm's bottom up research effort includes: (a) analysis of competitors and suppliers; (b) demographic trends; (c) on-site visits; (d) media coverage; and, (e) other qualitative factors. Janus also emphasizes frequent visits with corporate management, employees, and customers. The firm considers selling a position when: (a) the company or industry fundamentals change, or competitive advantage deteriorates; (b) the share price reflects the target price; (c) there is a change in investment process; (d) portfolio is upgraded with a new idea; and, (e) position needs to be adjusted based on risk monitoring practice.

### MRK Ownership



### Industry: Pharmaceuticals

**Top 10 Holdings**

| Company | Val ($mm) | Chg ($mm) |
|---|---|---|
| Merck & Company, Inc | 1,628 | 60 |
| Eli Lilly & Company | 1,036 | -25 |
| Abbvie, Inc. | 841 | 384 |
| Allergan plc | 613 | 35 |
| Johnson and Johnson | 527 | -43 |
| Zoetis Inc. CL A | 458 | 12 |
| Bristol Myers Squibb | 414 | -47 |
| Pfizer, Inc. | 398 | -100 |
| IQVIA Holdings, Inc. | 384 | 66 |
| Regeneron Pharmaceuticals, | 350 | -226 |

**Top 5 Buys**

| Company | Val ($mm) | Chg ($mm) |
|---|---|---|
| Abbvie, Inc. | 841 | 384 |
| IQVIA Holdings, Inc. | 384 | 66 |
| Merck & Company, Inc | 1,628 | 60 |
| Allergan plc | 613 | 35 |
| Inamed Incorporated | 150 | 28 |

**Top 5 Sells**

| Company | Val ($mm) | Chg ($mm) |
|---|---|---|
| Regeneron Pharmaceuticals, | 350 | -226 |
| Pfizer, Inc. | 398 | -100 |
| Mylan N.V. | 54 | -77 |
| Bristol Myers Squibb | 414 | -47 |
| Johnson and Johnson | 527 | -43 |

### Top 10 Peer Holdings

| Industry | Val ($mm) | % Port |
|---|---|---|
| Merck & Company, Inc | 1,628 | 1.03% |
| Eli Lilly & Company | 1,036 | 0.66% |
| Abbvie, Inc. | 841 | 0.53% |
| Johnson and Johnson | 527 | 0.33% |
| Zoetis Inc. CL A | 458 | 0.29% |
| Bristol Myers Squibb Company | 414 | 0.26% |
| Pfizer, Inc. | 398 | 0.25% |
| IQVIA Holdings, Inc. | 384 | 0.24% |
| Regeneron Pharmaceuticals, Inc. | 350 | 0.22% |
| Alexion Pharmaceuticals, Inc. | 100 | 0.06% |

### Top 10 Industry Holdings

| Industry | Val ($mm) | Chg ($mm) | % Port |
|---|---|---|---|
| Computer Software and Services | 33,374 | 755 | 21.13% |
| Biotechnology and | 13,455 | 554 | 8.52% |
| Financial Services | 12,441 | -1,070 | 7.88% |
| Medical Equipment | 11,127 | 1,829 | 7.04% |
| Retail | 10,185 | 1,257 | 6.45% |
| Semiconductors | 7,311 | -50 | 4.63% |
| Biotechnology and | 6,096 | -1,078 | 3.86% |
| Travel Services and Leisure | 5,077 | -857 | 3.21% |
| Health Services | 4,843 | 372 | 3.07% |
| Aerospace and Defense | 4,530 | -95 | 2.87% |

### Top 5 Industry Increases

| Industry | Val ($mm) | Chg ($mm) | % Port |
|---|---|---|---|
| Retail | 10,185 | 1,257 | 6.45% |
| Medical Equipment | 11,127 | 1,829 | 7.04% |
| Computer Software and Services | 33,374 | 755 | 21.13% |
| Biotechnology and | 13,455 | 554 | 8.52% |
| Health Services | 4,843 | 372 | 3.07% |

### Top 5 Industry Decreases

| Industry | Val ($mm) | Chg ($mm) | % Port |
|---|---|---|---|
| Industrial Equipment | 6,096 | -1,078 | 3.86% |
| Financial Services | 12,441 | -1,070 | 7.88% |
| Travel Services and Leisure | 5,077 | -857 | 3.21% |
| Banking | 3,058 | -462 | 1.94% |
| Technology Hardware and | 3,276 | -443 | 2.07% |

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## Janus Capital Management, LLC

151 Detroit St.
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URL: https://en-us.janushenderson.com/

| | |
|---|---|
| Reported Equity Assets ($mm) | 157,974.4 |
| Institution Type: | Investment Advisor-Mutual Fund |
| Market Cap: | Mega Cap |
| Styles: | Aggressive Growth |

### Overview

Janus Capital Management, LLC manages equity and fixed income portfolios, mutual funds and hedge funds as well as institutional portfolios. The firm is also exposed to derivatives. Janus Capital Management was founded in 1969 as Stilwell Financial, Inc. which was a subsidiary of Kansas City Southern Industries (KCSI). KCSI spun off its financial services firms from its rail transport business to form Stilwell Financial, which was then renamed Janus Capital Management in 2003 following the merger of its operations into a single organization. Janus Capital Management is a subsidiary of Janus Henderson Group, PLC., which was formed through a merger of Janus Capital Group, Inc. and Henderson Group PLC on May 30, 2017. Janus Capital is a qualified foreign institutional investor (QFII).

### Investment Approach

Janus Capital Management, LLC primarily invests in U.S. and global stocks across all market capitalizations, but also considers convertibles, MLP, and preferred stocks for investments. The firm is a growth investor.
Janus uses proprietary fundamental research and builds a detailed financial model for each stock under consideration that looks at: (a) business plans; (b) products/services currently offered or in development; and, (c) pricing. The firm's bottom up research effort includes: (a) analysis of competitors and suppliers; (b) demographic trends; (c) on-site visits; (d) media coverage; and, (e) other qualitative factors. Janus also emphasizes frequent visits with corporate management, employees, and customers. The firm considers selling a position when: (a) the company or industry fundamentals change, or competitive advantage deteriorates; (b) the share price reflects the target price; (c) there is a change in investment process; (d) portfolio is upgraded with a new idea; and, (e) position needs to be adjusted based on risk monitoring practice.

### Contacts

**Andrew  Acker CFA    Portfolio Manager    (404) 220-8958 x3361    andrew.bjorkman@ipreo.com**

### Market Cap Breakdown

| Tier |
|---|
| Micro (< $250 mm) |
| Small ($250 mm to $2 bb) |
| Mid ($2 bb to $10 bb) |
| Large ($10 bb to $50 bb) |
| Mega(>$50 bb) |
| N/A (Not Classified) |



### Largest Mutual Funds Managed

| Mutual Fund | AUM ($mm) |
|---|---|
| Janus Henderson Enterprise Fund | 15,581.7 |
| Janus Henderson Research Fund | 12,098.0 |
| Janus Henderson Forty Fund | 10,590.1 |
| Janus Henderson Triton Fund | 9,384.8 |
| Janus Henderson Balanced Fund | 8,841.8 |
| Janus Henderson Growth and Income Fund | 5,073.6 |
| Janus Henderson Global Life Sciences Fund | 3,347.1 |
| Janus Henderson Venture Fund | 2,814.3 |
| Janus Henderson Global Research Fund | 2,474.3 |
| Janus Henderson Global Technology Fund | 2,432.5 |

### Ownership by Region

| Region | % Port | Value ($mm) | Change ($mm) |
|---|---|---|---|
| North America | 90.3% | 142,615.2 | -96.5 |
| Europe | 7.0% | 11,029.2 | -442.1 |
| Asia | 1.8% | 2,839.7 | |
| Middle East | 0.4% | 688.9 | 52.3 |
| South America | 0.2% | 355.5 | 22.6 |

### Ownership by Country

| Country | % Port | Value ($mm) | Change ($mm) |
|---|---|---|---|
| United States | 88.1% | 139,197.3 | -57.7 |
| United Kingdom | 2.6% | 4,093.0 | -126.9 |
| Canada | 1.9% | 3,070.5 | 98.6 |
| Ireland | 1.2% | 1,836.1 | -87.5 |
| Switzerland | 1.1% | 1,707.8 | -141.5 |

### Macro Industry Holdings

| Industry | % Port | Value ($mm) | Change ($mm) |
|---|---|---|---|
| Technology | 29.2% | 46,105.2 | 345.2 |
| Healthcare | 18.7% | 29,611.4 | |
| Consumer Services | 12.7% | 20,087.5 | 202.4 |
| Financials | 12.4% | 19,602.3 | -1,643.5 |
| Industrials | 11.5% | 18,096.2 | |
| Consumer Goods | 6.1% | 9,655.1 | -109.9 |
| Real Estate | 2.8% | 4,431.5 | -372.1 |
| Energy | 2.4% | 3,788.5 | 320.5 |
| Utilities | 2.1% | 3,248.5 | 318.4 |
| Basic Materials | 2.0% | 3,088.7 | -134.8 |

### Mid Industry Holdings

| Industry | % Port | Value ($mm) | Change ($mm) |
|---|---|---|---|
| Computer Software and Services | 21.1% | 33,373.7 | 755.0 |
| Biotechnology and Pharmaceuticals | 8.5% | 13,454.7 | 553.7 |
| Financial Services | 7.9% | 12,441.3 | -1,070.2 |
| Medical Equipment | 7.0% | 11,126.9 | 1,828.5 |
| Retail | 6.5% | 10,184.8 | |
| Semiconductors | 4.6% | 7,310.6 | -49.7 |
| Industrial Equipment | 3.9% | 6,095.9 | -1,078.0 |
| Travel Services and Leisure | 3.2% | 5,076.6 | -856.7 |
| Health Services | 3.1% | 4,842.6 | 371.7 |

### Focus Company: Merck & Company, Inc

**Largest Biotechnology and Pharmaceuticals Holdings**

| Company | Val. | Chg | % Port |
|---|---|---|---|
| Merck & Company, Inc | 1,627.7 | 59.8 | 1.0% |
| Eli Lilly & Company | 1,035.7 | -24.7 | 0.7% |
| Abbvie, Inc. | 840.8 | 383.9 | 0.5% |
| Allergan plc | 613.5 | 34.9 | 0.4% |
| Johnson and Johnson | 526.6 | -43.0 | 0.3% |

**Top Pharmaceuticals Sells**

| Company | Val. | Chg |
|---|---|---|
| Regeneron Pharmaceuticals, Inc. | 349.7 | -226.3 |
| Pfizer, Inc. | 397.7 | -100.0 |
| Mylan N.V. | 53.9 | -77.2 |
| Bristol Myers Squibb Company | 414.0 | -46.6 |
| Johnson and Johnson | 526.6 | -43.0 |

**Largest Holdings in United States**

| Company | Val. | Chg | % Port |
|---|---|---|---|
| Microsoft Corporation | 5,252.7 | 352.0 | 3.3% |
| Alphabet Inc. | 3,767.7 | 266.2 | 2.4% |
| Mastercard Incorporated CL A | 2,936.8 | 42.5 | 1.9% |
| Apple, Inc. | 2,830.2 | -456.0 | 1.8% |
| Amazon.com, Inc. | 2,649.8 | -142.7 | 1.7% |

**Top Pharmaceuticals Buys**

| Company | Val. | Chg |
|---|---|---|
| Abbvie, Inc. | 840.8 | 383.9 |
| IQVIA Holdings, Inc. | 384.3 | 65.8 |
| Merck & Company, Inc | 1,627.7 | 59.8 |
| Allergan plc | 613.5 | 34.9 |
| Inamed Incorporated | 149.8 | 27.8 |

**Holdings in Peers/Comparables ($mm)**

| Company | 12/31 | 09/30 | 06/30 | 03/31 |
|---|---|---|---|---|
| Merck & Company, Inc | 1,627.7 | 1,455.7 | 758.0 | 479.6 |
| Abbvie, Inc. | 840.8 | 468.8 | 485.9 | 428.4 |
| Eli Lilly & Company | 1,035.7 | 983.3 | 854.0 | 720.2 |
| Johnson and Johnson | 526.6 | 609.8 | 592.6 | 532.7 |
| Pfizer, Inc. | 397.7 | 502.4 | 428.0 | 422.5 |

### Notes

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