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**J A N U S**

## **JANUS APPOINTS THOMAS FLECK AS REGIONAL DIRECTOR FOR GERMAN-SPEAKING EUROPE**

**LONDON** – Janus, one of the largest investment management companies in the United States, today announced the appointment of Thomas Fleck as Regional Director for German-speaking Europe.

In this position Fleck will oversee Janus’ sales activities for Germany, Austria and the German-speaking cantons of Switzerland and build on Janus’ strong foundation in these countries.

Fleck joins Janus from AdvisorTech, the German mutual fund platform company for independent financial advisors and institutions, where he was Head of Sales for Europe since 2000. Previously, he spent three years with Schroders as managing director of sales and marketing for its institutional and retail mutual fund business in Germany and Austria. Between 1992 and 1998 Fleck worked for Schröder Münchmeyer Hengst (SMH), where he was vice president of sales and marketing for the firm’s institutional and retail mutual fund business in Germany and Austria. A German national, he began his career in 1989 with Deutsche Bank in Frankfurt where he spent over three years marketing investment products. He will start 1 September 2002

“Given the importance of Germany to Janus International’s expansion plans we could not ask for a more qualified candidate,” said **Richard Garland, chief executive officer of Janus International**. “Thomas’ skills and experience in both the institutional and retail

market segments, plus his wide range of contacts across German-speaking Europe, make him eminently suited to lead our business in these important markets.”

“I am delighted to be joining Janus – a company I have admired greatly from afar,” said **Thomas Fleck**. “Janus has already demonstrated its commitment to German-speaking Europe and has made good progress with its investment products. I see great potential to expand the business during the coming years in the institutional and retail segments.”

Since 1999, when Janus began doing business in Germany, the company’s primary focus has been distributing the 14 Janus World Funds authorized for public distribution. The Janus World Funds are a series of Ireland-based funds introduced in 1998 by the international division of Janus. Modeled after some of Janus’ strongest performing U.S.-based funds, the Janus World Funds series offer a variety of investment disciplines for the various needs and risk-tolerance levels of most investors, including US Growth, US Value, Global Growth, Global Value, US Combination, Income and Currency Reserve funds.

Janus International also provides separate accounts and sub advisory services.

Janus World Funds Plc is available in Austria, Belgium, the Czech Republic, France, Germany, Greece, Hong Kong, Iceland, Italy, Japan, Luxembourg, the Netherlands, Spain, Sweden, Switzerland and Taiwan.

Founded in 1969 in Denver, Colorado, Janus has expertise in equity, fixed-income and money-market investments. Janus is the sixth largest mutual fund company in the United States with \$145 billion in assets under management (as of 28 June 2002), four million mutual fund investors and 5.3 million accounts worldwide. As of 30 June 2002, Morningstar\*, the global investment research firm, ranked 14 Janus US domestic funds with 5-star ratings and seven with 4-star ratings out of a total of 36 US domestic funds eligible for an overall ranking.

Janus' unique investment philosophy encourages its portfolio managers to search for the most dynamic, well-run companies – regardless of their size, industry or location. That bottom-up, research-intensive approach has produced strong long-term performance for Janus investors.

Janus has offices outside the U.S. in London, Milan, Hong Kong and Tokyo.

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Janus International was started in 1998 to bring the Janus investment approach to non-US investors. Later that year, Janus International introduced the first of our Janus World Funds Plc., a range of 14 funds modeled after some of Janus' strongest-performing US-based funds. Registered in Dublin, Ireland, the Janus World Funds offer a variety of investment disciplines, including US Growth, US Value, Global Growth, Global Value, US Combination, Income and Currency Reserve Funds.

Janus International comprises a number of different operating companies including Janus International Limited (regulated by the Financial Services Authority).

Janus World Funds Plc (the "Fund") is a UCITS established under the laws of Ireland. An investment in the Fund may not be suitable for all investors and is not available to US persons. Investors should contact their financial adviser to determine if the Fund is available in their jurisdiction. Investment involves risks, and the prospectus should be read for further details. Past performance is not indicative of future performance. This document is not a solicitation for the sale of shares.

\* Morningstar proprietary ratings reflect the US-based fund's historical risk-adjusted performance as of 30 June 2002. For each fund with at least a three-year history, Morningstar calculates a Morningstar Rating™ metric each month by subtracting the return on a 90-day U.S. Treasury Bill from the fund's load-adjusted return for the same period, and then adjusting this excess return for risk. The top 10% of funds in each broad asset class receive 5 stars, the next 22.5% receive 4 stars, the next 35% receive 3 stars, the next 22.5% receive 2 stars and the bottom 10% receive 1 star. The Overall Morningstar Rating™ for a fund is derived from a weighted average of the performance figures associated with its three-, five- and ten-year (if applicable) Morningstar Rating™ metrics. Each fund is rated exclusively against US-domiciled large-capitalization funds. As of June 30, 2002, Morningstar will be overhauling the way it awards its star ratings. Previously, there were only four asset classes considered for Overall star ratings - US stocks, international stocks, taxable bonds and municipal bonds. The result was that Morningstar's five-star rating system began to signal the investing style that was most popular at the moment, rather than the best long term track records. Starting June 30, all funds will be sorted and ranked within 48 much narrower categories, thereby enhancing peer group analysis.

The US-based funds are not available to investors outside the US.