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**JANUS STRENGTHENS ASIA-PACIFIC EX-JAPAN SALES TEAM**

**Ilex Lam Named Regional Head for Asia-Pacific ex Japan; Two New Sales Heads to Lead Regional Private Banking and Taiwan Sales Efforts**

**HONG KONG** - Janus Capital Group Inc. (NYSE: JNS) today named Ilex Lam regional director for Asia Pacific excluding Japan. The company also named David Yeung sales director for the region and Benjamin Chang private banking sales director for the region.

Lam joined Janus last year to develop relationships with corporate and government pension fund managers and consultants to tap the expected growth in Asia Pacific's estimated US\$2 trillion institutional asset pool. He came to Janus with more than 16 years of regional experience in the investment industry, including nine years with Credit Suisse Group, where he helped develop its institutional asset management business in Hong Kong, Taiwan, China, South Korea, Singapore, Malaysia, Thailand and the Philippines. In his new role Lam will be responsible for all the firm's business activities in the region.

"Over the past year Ilex has made significant progress in building relationships with key institutional investors in the region," said **Erich Gerth, chief executive officer of Janus International**.

"Ilex's extensive industry experience in retail and institutional markets make him ideal for leading our business as we increase our focus on Asia Pacific."

As private banking sales director for Asia Pacific, excluding Japan, Chang will focus primarily on strengthening distribution channels amongst Asia Pacific's private banks for the Janus World Funds series. These are a series of 17 Ireland-based funds introduced in 1998 by the international division of

Janus for non-US investors. Chang joins Janus with 13 years of industry experience, including the past five years with Merrill Lynch International Bank in Singapore, where he was a relationship manager targeting high net worth investors in Asia. Prior to that, he spent four years with American International Group where he held a variety of senior sales roles in the region. Chang holds a Bachelors of Arts degree from Cornell University in New York, majoring in Psychology and Economics.

Yeung joins Janus with nearly 10 years of industry experience, including the past seven with Standard Chartered Bank, where he was a senior investment counselor and senior portfolio specialist in the bank's Wealth Management Department. Yeung holds a Bachelors of Commerce degree from the University of Toronto, majoring in Marketing and Finance. He has also earned the right to use the Chartered Financial Analyst designation. In this role Yeung's primary focus will be on managing and expanding the firm's Taiwan client base.

Yeung and Chang will report to Lam and will be based in Hong Kong.

“Given their broad experience David and Benjamin will be real assets to Janus as we build on our regional sales coverage in the private banking and retail sales channels,” said **Lam**. “They are both seasoned professionals who have strong relationships throughout this region.”

### **About Janus Capital Group Inc.**

Based in Denver, Colorado, Janus Capital Group Inc. (NYSE: JNS) is a leading asset manager offering individual investors and institutional clients complementary asset management disciplines through the firm's global distribution network. Outside the U.S. it has offices in Tokyo, London, Hong Kong, and Milan. As of November 30, 2004, Janus managed approximately \$137.4 billion in assets for institutional and retail investors worldwide.

Janus Capital Group consists of Janus Capital Management LLC, Enhanced Investment Technologies LLC (INTECH), Bay Isle Financial LLC and JCG Partners. Janus Capital Group also owns 30% of Perkins, Wolf, McDonnell and Company, LLC.

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