

**BD Advanced - the most comprehensive Investor Relationship Management solution on the market**

**The Solution**

- z We built our reputation in the capital markets by building and managing the most complete, accurate, up-to-date profiles of money managers and analysts in the industry
- z Over 11,000 Capital Markets professionals globally already rely on Ipreo's suite of IRM Services and Data to manage their relationships
- z By adding a network of intuitive communication tools all working from a single, interconnected platform, the information and relationship management power at your fingertips is exponentially increased
- z Ipreo's dynamic platform, BD Advanced, is a highly flexible, global, multi-asset class platform with advanced analytical and screening capabilities

**Quick facts**

- z BD Advanced is a dynamic investor relationship management (IRM) platform and buyside contact database designed for capital markets professionals
- z Global standard for outstanding customer service and data quality
- z Most robust hedge fund and fixed income database in the industry
- z SCOUTING REPORT® - Provides unique insight into fund managers' decision-making criteria, and gives detailed information about your investor clients and marketplace
- z Direct, one-click access to LinkedIn network profiles

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**Janus Capital Management, LLC** Buy Side

Primary Contact(s): [Adam Jonas](#), [Andy Acker](#), [Anne Smith](#), [Melanie Heineman](#), [Murray Stahl](#)

[Activity](#) [Quick Profile](#)

Location: **Denver, United States** [Fix Data](#)

Address: 151 Detroit St., Denver, Colorado, 80206-4805, United States

Website: <http://www.janus.com>

Asset Class: Equity, Fixed Income [Top Brokers](#)

Phone: +1 303-333-3863  
Fax: +1 303-333-4955

Institution Type	Investment Advisor-Mutual Fund	Reported Total Holdings (USD, mm) 1/4/2011	103,320.21
Style	Aggressive Growth	Reported Equity Assets (USD, mm) 1/4/2011	79,595.38
Dominant Orientation	Active	Reported Fixed Income Assets (USD, mm) 12/31/2010	21,605.38
Portfolio Turnover	43%	Reported Cash (USD, mm)	1,557.67
FI Portfolio Turnover	26%	Reported Other (USD, mm)	526.17

Asset Allocation

Fixed Income Portfolio Holdings

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**Andy Acker, CFA** Buy Side

Primary Contact For: [Janus Capital Management, LLC](#)

Assistant: [Marissa Smith](#)

Job Function: **Portfolio Manager, Analyst** [Fix Data](#)

Institution Name: [Janus Capital Management, LLC](#) Investment Advisor-Mutual Fund

Address: 151 Detroit St., Denver, Colorado, 80206-4805, United States

Mailing address: Same as physical address

Email: [andy.acker@janus.com](mailto:andy.acker@janus.com)

Telephone: +1 303-316-5515 Fax: +1 303-333-4955

Janus Capital Management, LLC manages equity and fixed income mutual funds, as well as institutional portfolios. The firm has separate aggressive, diversified, small/mid/large-cap, balanced, global (U.S./non U.S.), non-U.S., mid- and large-cap growth, and value portfolios. Janus was founded in 1969. Stillwell Financial Inc. merged its operations into a single organization that markets its products under the Janus name. As a part of this merger with Stillwell Financial, the firm manages strategic direction of Berger Funds, London-based Nelson Money Managers, and DST Systems. Janus also has a 80% stake in INTECH and a 80% stake in Perkins Investment Management, LLC. The firm was formerly a subsidiary of Kansas City Southern, a Midwestern conglomerate, which spun off its financial services firms from its rail transport

Values (USD, mm)  Public Filings

Current Position in - Value/Change

Current Position in - Shares/Change

% of Portfolio

% of Shares Outstanding

[Industry Value/Change](#)

Peer Value/Change

BD Contact Details Overview

Manage Contact

- Add to Contact List
- Add to Institution List
- Remove from Lists
- Export Vcard
- Edit Contact
- Send LinkedIn Invitation
- Delete from CRM
- Exclude From Mail
- Disable BD Auto Update
- Merge Contact
- Briefing Book Report

The screenshot displays the IPREO BD Advanced search interface. It features a top navigation bar with 'Quick Results', 'Popup Results', 'Reset', and 'Save Search' buttons. The main search area includes filters for 'Search in' (BD Data, Company CRM), 'Filter by' (Equity, Fixed Income), 'Limit To' (CRM only), 'Side' (Sell Side, Buy Side, All), and 'Show Criteria' (Institutions, Funds, Institutions & Funds). A 'Saved Searches' section allows users to select a search and lists for contacts and institutions. The 'Coverage' section includes filters for Market Cap, Industry Macro, Industry Mid, Industry Micro, and Style. The 'Position Status' section includes filters for Holder, Industry, Market Cap, Issuer Listing Region, Issuer Listing Country, and Exchange. The 'Ownership' section includes filters for Security type, Issuer Country of Origin, Issuer Region of Origin, and Select Mid Industry. The 'Targeting Institutions' section includes filters for Inferred Industry Coverage and Inferred Industry Coverage. The 'Table Display' section includes filters for CRM, Ether, Side, and All. The results table shows 137 people, with columns for Name, BD Institution Name, Primary Institution Type, Side, Asset Class, Job Function, Phone, Coverage Market Cap (EQ), and Coverage. The table lists several individuals and their roles at various institutions, including Heike Greorzewski, Todd Hawthorne, James Stone, Catherine Chen, Kruthey August, Simina Yano, Gilad Shany, David Krashenbaum, and Steven Thumm.

Name	BD Institution Name	Primary Institution Type	Side	Asset Class	Job Function	Phone	Coverage Market Cap (EQ)	Cove
Heike Greorzewski	Allianz Global Investors Kapitalanlagegesellschaft mbH	Investment Advisor-Mutual Fund	Buy Side	Equity	Portfolio Manager	+49 69-263-140	Large Cap	Aggres
Todd Hawthorne	RCM Capital Management, LLC (U.S.)	Investment Advisor-Mutual Fund	Buy Side	Equity	Portfolio Manager	+1 415-954-5400	Large Cap	Aggres
James Stone	BAMCO, Inc.	Investment Advisor-Mutual Fund	Buy Side	Equity	Analyst	+1 212-583-2098	Large Cap	Aggres
Catherine Chen	BAMCO, Inc.	Investment Advisor-Mutual Fund	Buy Side	Equity	Analyst		Large Cap	Aggres
Kruthey August	BAMCO, Inc.	Investment Advisor-Mutual Fund	Buy Side	Equity	Analyst	+1 212-583-2084	Large Cap	Aggres
Simina Yano	BAMCO, Inc.	Investment Advisor-Mutual Fund	Buy Side	Equity	Analyst	+1 212-583-2086	Large Cap	Aggres
Gilad Shany	BAMCO, Inc.	Investment Advisor-Mutual Fund	Buy Side	Equity	Analyst	+1 212-583-2000	Large Cap	Aggres
David Krashenbaum	BAMCO, Inc.	Investment Advisor-Mutual Fund	Buy Side	Equity	Analyst	+1 212-583-2000	Large Cap	Aggres
Steven Thumm	Fred Alger Management, Inc.	Investment Advisor-Mutual	Buy Side	Equity	Head of	+1 212-806-8821	Large Cap	Aggres

## Our System

- z Our platform provides clean, intuitive search functionality coupled with the most complete, accurate and timely data in the industry
- z Institutional Contact Data and robust Ownership Information are fully integrated within the platform
- z Advanced investor screening & portfolio analytics, with detailed analytics on investor portfolios, provide a holistic view of the investors you are targeting
- z Ipreo tracks changes in ownership, contacts and breaking events in your sector and makes thousands of updates daily
- z BD Advanced includes global, multi-asset class data, as well as advanced investor screening & portfolio analytics
- z Search results indicate LinkedIn membership and direct access to their network profile
- z All of this is backed by 24-hour support by our renowned, experienced, client services team and account executives

**Our mission is to ensure our clients establish personal relationships with the right investors - effortlessly.**

## About Ipreo

The marriage of deep industry expertise and dynamic innovation, Ipreo brings market-leading intelligence, robust technology, and superior customer service to all participants in the global capital markets. Bringing together state-of-the-art new issuance & trading systems and premier global financial and investor data, Ipreo provides innovative technology and superior insights to all participants in the capital-raising process.