

# SUSTAINABLE AND RESPONSIBLE INVESTMENT

Janus Henderson  
INVESTORS

Janus Henderson Global Sustainable Equity Strategy  
Positive impact companies\*, June 30, 2018













\*See page 4 for definition.

FOR INSTITUTIONAL INVESTOR USE ONLY / NOT FOR PUBLIC VIEWING OR DISTRIBUTION



# CONTENTS

<b>Introduction</b>		4
<b>Themes</b>		
	Cleaner Energy	5
	Efficiency	5
	Environmental Services	6
	Health	7
	Knowledge & Technology	8
	Quality of Life	10
	Safety	11
	Sustainable Transport	12
	Sustainable Property & Finance	13
	Water Management	14

# Janus Henderson Global Sustainable Equity Strategy

## Hamish Chamberlayne, manager of Janus Henderson's Global Sustainable Equity Strategy, introduces his team's approach to company selection.

Investment principles lead the team to invest in businesses that may have a positive impact on society and the environment by virtue of the products or services sold, and by the way in which operations are managed, thereby supporting the United Nations Sustainable Development Goals (UN SDGs). We use a thematic framework (see diagram below) to identify those businesses that are strategically aligned with the four megatrends of climate change, resource constraints, population growth and an aging population and, by virtue of this, offer the potential for sustainable revenue growth.

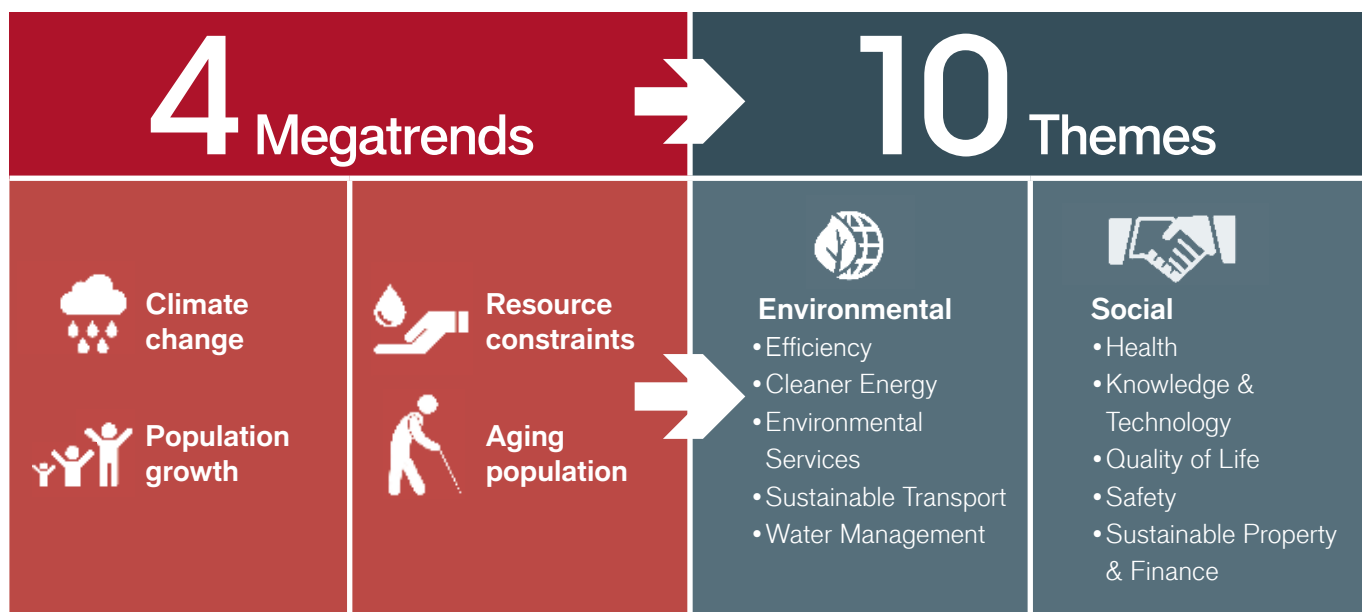
There are two sides to sustainable investing, however. We believe it is equally important to avoid investing in companies whose products or services negatively impact the environment or society and which are contrary to the UN SDGs. For this reason, we have made a conscious decision to avoid direct investments in fossil fuels, tobacco, weapons, alcohol, meat and dairy production, fast food and sugary drinks, toxic chemicals and fur. It is a sad fact that many of the world's largest companies have products that are contrary to the development of a sustainable economy. Many consumer brands manufacture food and drink products that contribute to poor human health and environmental destruction: sugary snacks and drinks contribute to rising rates of obesity and heart disease; snacks and cosmetics often contain palm oil from unsustainable sources; while beef farming has an extremely high negative environmental impact (with cattle feed production contributing to deforestation, excessive pesticide and fertilizer application, and unsustainable fresh water use). Many global

cosmetic companies test their products on animals even though we believe it is no longer necessary, and some well-known companies support the fur trade. Global chemical companies produce chemicals that are banned in certain jurisdictions or that are on non-governmental organizations' (NGOs) lists of concern.

Yet there are plenty of companies that have come to recognize that a sustainable approach to delivering goods and services and providing solutions to social and environmental problems can be a profitable enterprise.


The following pages introduce companies, grouped by theme, together with an explanation of the positive environmental and/or social impact that the manager has identified for each company.


- Positive impact companies = 1.** *These are companies identified as providing products or services that contribute in a beneficial way to the environment and/or society.*
- 2.** *The manager believes this type of investing promotes a responsible economy and supports sustainable industry.*
- 3.** *The manager's view is that these types of companies confront the challenges posed by key megatrends: climate change, resource constraints, population growth and aging populations.*



These are the manager's views as of June 30, 2018.


# Positive impact companies

THEME	STOCK	POSITIVE IMPACT
 <p>Cleaner Energy</p>	<b>Boralex</b>	<b>Boralex</b> develops and operates renewable power facilities in Canada, France and the U.S. It specializes in wind and run-of-river hydroelectric projects. It is committed to minimizing the environmental impact of its projects, avoiding encroachment on farmland and threats to biodiversity.
	<b>Panasonic</b>	<b>Panasonic</b> is a consumer electronics manufacturer, headquartered in Japan. It has one of the leading global franchises in lithium ion battery technology and, partnered with Tesla in the construction of the Gigafactory (one of the world's largest battery factories), we believe it stands to play a central role in both the mass adoption of electric vehicles and power storage solutions that will enable increased penetration of renewable energy generation. Panasonic also has strong capabilities in smart technologies associated with improving building efficiency.
	<b>SolarEdge Technologies</b>	<b>SolarEdge</b> is a global provider of inverters for solar photovoltaic (PV) systems, and is headquartered in Israel. Inverters convert the direct current produced by sunlight into the alternating current used in building electrics. SolarEdge has invented an intelligent inverter solution that maximizes power generation at the individual PV module-level while lowering the cost of energy produced by the solar PV system.

THEME	STOCK	POSITIVE IMPACT
 <p>Efficiency</p>	<b>Hubbell</b>	<b>Hubbell</b> is a North American manufacturer of electrical, lighting and power components. Its products are designed to increase electrical efficiency, reliability and safety, and include low voltage systems, wiring devices, LED lights, and smart controls and power components used in electrical grids. The potential increasing electrification of the economy is a necessary requirement for a successful transition to a low-carbon world. Hubbell supplies the infrastructure that will enable this.
	<b>IPG Photonics</b>	<b>IPG Photonics</b> is a manufacturer of high-performance fiber lasers, and is headquartered in North America. Fiber lasers are up to 20 times more energy efficient than traditional industrial lasers and their use can lead to material energy savings and a reduction in carbon emissions. They also have low running costs, requiring minimal consumables or scheduled maintenance, such as lamps or bars to replace, meaning less waste is produced. Fiber lasers have a large number of applications and they are transforming industrial manufacturing processes, medical technology and consumer entertainment.
	<b>Kingspan</b>	<b>Kingspan</b> , headquartered in Ireland, is a producer of high-performance insulation, building fabric and solar-integrated building envelopes. Buildings account for more than one-third of primary energy consumption and therefore it is imperative to increase their efficiency in order to meet carbon reduction targets. Kingspan calculates that its existing installed base of insulation systems are contributing to an annual saving of 27 million tonnes of CO <sub>2</sub> . That is equivalent to the annual output of 47 power stations, 14 million cars or roughly three times the annual electricity consumption of Greater London.
	<b>Kone</b>	<b>Kone</b> is a manufacturer of eco-efficient elevators and escalators. It is exposed to the megatrends of population growth, aging populations and urbanization, providing solutions to improve the flow of urban life. Today, cities account for approximately 2% of the world's land mass but 75% of global energy consumption and about 70% of man-made carbon emissions (source: UN-Habitat). Reducing the environmental impact of urban areas is, therefore, essential for a sustainable future. Kone is a leader and pioneer in developing eco-efficient solutions in the elevator and escalator industry, with some of their current elevators being up to 90% more energy efficient than models from the 1990s.
	<b>Microchip</b>	<b>Microchip</b> designs and manufactures microcontrollers and analog semiconductors. Its embedded control solutions are the foundational building blocks of the Internet of Things (IoT). Microcontrollers are small, low-cost, computing devices that are embedded into products to help control and manage their operations. They are being used in a wide variety of applications from household appliances, such as air conditioning, fridges and cookers, to cars and industrial machinery. They improve the efficiency with which energy and power are generated and consumed.



# Positive impact companies


THEME	STOCK	POSITIVE IMPACT
 Efficiency	<b>National Instruments</b>	<b>National Instruments</b> designs, manufactures and sells systems to engineers and scientists that help accelerate productivity, innovation and discovery. The company's software-centric platform provides integrated software and modular hardware that speeds the development of systems requiring measurement and control. The company appears well placed to benefit from electrification-led innovation in the auto industry, the movement to 5G (fifth generation wireless systems) in the communications industry, and growth in the IoT.
	<b>Nidec</b>	<b>Nidec</b> is a manufacturer of high-efficiency brushless DC (direct current) motors and has a global market share of more than 50%. These types of motors can reduce power consumption by 20 to 30% and are used in many different applications including data center memory storage, household appliances, electric vehicles and robotics. By some estimates, motors account for approximately half of the world's power consumption and we believe increasing their efficiency will have a positive impact on reducing carbon dioxide emissions.
	<b>Omron</b>	<b>Omron</b> is a Japanese manufacturer of sensing and control technology. The company's core value is "working for the benefit of society" and a common aspect of its many different products is in their application toward solving environmental or social problems. Greater use of sensing and control technologies is necessary to harness the power of big data and the IoT. Omron is exposed to several long-term trends, such as increased factory automation, workplace safety, renewable energy, health care diagnostics and public transportation.
	<b>Schneider Electric</b>	<b>Schneider</b> is an electrical goods and automation technology company, headquartered in France. It has a broad product offering including low voltage and building automation technology for residential and commercial buildings, medium voltage and grid automation equipment for utility and infrastructure customers, discrete and process automation services for industrial customers, and critical power and cooling technology for data center customers. All of its products and services are designed to increase efficiency and reduce the carbon intensity of its customers' operations.

THEME	STOCK	POSITIVE IMPACT
 Environmental Services	<b>Avery Dennison</b>	<b>Avery Dennison</b> is a global provider of packaging and label solutions, headquartered in the U.S. Its products are designed to reduce waste and increase the recyclability of packaging. It also offers an environmental impact analysis tool that enables customers to perform life cycle analysis on their label and packaging materials. "Greenprint" allows customers to calculate their consumption of water, electricity, fossil material and bio-material necessary for a product, along with the amount of solid waste and greenhouse gas emissions that will result. Avery Dennison can then show customers how to reduce these impacts through more efficient design or the use of recycled materials.
	<b>DS Smith</b>	<b>DS Smith</b> is a manufacturer and recycler of corrugated packaging products in Europe. Its recycling and packaging operations are closely integrated, to the extent that it takes as little as 14 days for a cardboard box to be made, used, collected, recycled, pulped, pressed and made back into a cardboard box. The company aims to create a completely circular supply chain, thereby achieving zero waste. This commitment to sustainable packaging solutions may help enable customers to reduce the environmental impact of their products.

# Positive impact companies


THEME	STOCK	POSITIVE IMPACT
 <p>Health</p>	<b>Capital Senior Living</b>	<b>Capital Senior Living</b> develops and operates senior living communities. The company provides services such as independent living, assisted living, skilled nursing and home care services to the elderly at its communities. Specialized care units for the treatment of Alzheimer's patients are also available. As a result of aging demographics, the population of senior citizens is expected to grow over the coming decade.
	<b>Encompass Health</b>	<b>Encompass Health</b> is a provider of post-acute care in the U.S. It operates more than 120 inpatient rehabilitation centers across 29 states. It also offers home health and hospice services; it is the fourth-largest provider of Medicare-certified skilled home health services in the U.S. With an aging demographic pressuring health care costs in the U.S., we believe Encompass Health will benefit from its ability to offer more cost-effective solutions: inpatient rehabilitation centers and home care services offer a cost advantage over senior nursing facilities (where rehabilitation is not as much of a focus and patients often spend extended periods of time).
	<b>Henry Schein</b>	<b>Henry Schein</b> is a provider of health care products and services to medical, dental and veterinary practitioners. It connects over 3,000 supplier partners to more than one million health care providers, who care for approximately one billion patients in more than 190 countries. Widely recognized for its excellent customer service, highly competitive prices and innovative value-added solutions, Henry Schein helps its customers succeed by offering the products and services integral to helping individual practitioners not only improve the health and well being of their patients, but also collectively address some of the world's most pressing health issues. And as the health of a country's population improves, so does its potential for economic development and societal stability.
	<b>Humana</b>	<b>Humana</b> is a health insurance company with a primary focus on providing Medicare Advantage plans (a type of health plan) to senior citizens in the U.S. Humana concentrates on integrated care, aiming to lower costs for its members through better prevention of health problems and programs to encourage healthier lifestyles. It has a range of clinical capabilities and resources such as in-home care, behavioral health, pharmacy services, data analytics and wellness solutions. Aging demographics are driving growth in demand for retirees' health care and we believe Humana is catering to this by offering affordable products with a service that is consistent with private health insurance.
	<b>Mednax</b>	<b>Mednax</b> is a provider of neonatal, pediatric, anesthesia and tele-radiology physician services in the U.S. Its clinical model allows physicians to concentrate on patient care, while Mednax provides the practice administration such as recruiting, risk management, legal, compliance, managed care contracting, marketing, billing, collections and credentialing. It also helps hospitals to manage variable admission rates, operating costs and reimbursement systems. We believe Mednax helps improve patient care outcomes by relieving physicians of complex administrative burdens.
	<b>Physicians Realty Trust</b>	<b>Physicians Realty Trust</b> is a U.S.-based real estate investment trust that owns buildings used by medical practices and health care providers. These properties may play a crucial role in delivering essential health care services. We believe Physicians Realty Trust brings best practices and more efficient systems to the properties that it acquires.
	<b>Waters</b>	<b>Waters</b> is a global supplier of high-performance scientific analytical equipment and consumables, including liquid chromatography, mass spectrometry, thermal analysis and rheology (flow of materials) instrumentation. Its products are fundamental to the advancement of scientific knowledge across all disciplines, as well as being of use in quality assurance, product safety and environmental testing. Waters provides the technology that gives scientists insight into the physical properties of materials and the composition of natural products and synthetic chemical mixtures; this thereby helps them make discoveries and advances in areas such as health care delivery, environmental management, food safety and water quality, consumer products and high-value chemicals. At the same time, we believe Waters products are essential for customers to meet regulatory requirements around quality and safety.

# Positive impact companies

THEME	STOCK	POSITIVE IMPACT
 <p>Knowledge &amp; Technology</p>	<b>Adobe Systems</b>	<p><b>Adobe</b> is a North American technology company that develops and sells software and services for content creation and measurement of digital advertising and marketing. Adobe inventions are helping to drive the creation of ideas and exchange of information – presenting new ways of solving social and environmental problems. One of Adobe's largest end markets is education. The shift to digital media also enables customers to reduce waste and save natural resources. Adobe is benefiting as it transforms its business to a cloud-based subscription model. We believe this shift to cloud computing has a beneficial environmental impact due to Adobe's policy of using renewable energy to power its data centers, thereby enabling customers to reduce the energy intensity of their operations and therefore their carbon emissions.</p>
	<b>AMS</b>	<p><b>AMS</b> is an analog semiconductor manufacturer, headquartered in Austria. Analog semiconductors provide the bridge between the physical and digital worlds and are a key enabler of the IoT. AMS is a specialist in lighting and proximity sensors and its products serve a wide variety of end markets such as consumer, industrial, automotive and medical. Its technologies may enable customers to create products that are smarter, safer, easier to use and more eco-friendly.</p>
	<b>Analog Devices</b>	<p><b>Analog Devices</b> is a North American designer and manufacturer of analog semiconductors. Analog semiconductors have a plethora of applications and are fundamental building blocks of a more connected world. Examples of the wide variety of end customer applications include renewable energy technology, health care diagnostics equipment, factory automation, smart meters, security systems, battery management systems, autonomous driving and smart irrigation.</p>
	<b>ASML</b>	<p><b>ASML</b> is a global manufacturer of semiconductor microchip-making equipment and is headquartered in the Netherlands. Its mission is to invent advanced technology for high-tech lithography (transferring patterns or shapes to silicon wafers), metrology (measurement) and software solutions for the semiconductor industry. This enables the advancement of "Moore's law" toward ever-smaller, cheaper, more powerful and energy-efficient semiconductors: This, in turn, results in increasingly powerful and capable electronics that enable the world to progress within a multitude of fields, including health care, technology, communications, energy, mobility and entertainment. We believe ASML is the leader in "extreme ultraviolet lithography," which is expected to propel the semiconductor industry to the next generation of chips.</p>
	<b>Autodesk</b>	<p><b>Autodesk</b> creates design software used by architects and engineers worldwide, and is a provider of software to product designers. Autodesk's solutions aim to empower customers to optimize the environmental and social impacts of their designs. This can encompass producing designs that dramatically reduce energy needs, provide resilient and environmentally sustainable infrastructure, or allow new approaches to product development and manufacturing. We believe customized goods created locally with less materials waste are of benefit to a sustainable economy.</p>
	<b>Cadence</b>	<p><b>Cadence Design Systems</b> is a provider of system design tools, software, Internet protocol solutions and services. It is the only company to offer the full suite of products required for the entire electronics design chain, from chip design to chip packaging to boards and to systems. It provides the resources semiconductor companies need to develop highly differentiated products within the automotive, cloud data center, consumer, industrial, IoT and mobile industries. We believe its solutions help speed the design of innovative electronic products that transform the way people live and work.</p>
	<b>Cognizant</b>	<p><b>Cognizant</b> is a global IT consultant headquartered in North America. It specializes in helping its clients transition their business models to capture the benefits of the digital economy. It provides technology strategy consulting services, complex system development, data warehousing and business intelligence. We believe its franchise is particularly strong in health care, banking, insurance and retail, where it is helping clients improve end customer service offerings via intelligent use of big data analytics and implementation of mobile and digital technologies. It also helps clients manage cybersecurity risks and helps ensure their operations comply with tightening regulations.</p>
	<b>Informa</b>	<p><b>Informa</b> is a global business intelligence, academic publishing, knowledge and events business, headquartered in the UK. Its products and services provide knowledge, insight, analysis and connections and networking, helping businesses and professionals drive progress across multiple industries all around the world. We believe Informa has a positive impact on both the environment and society, principally through the information it produces, which informs debate, aids decision-makers, and encourages research and development.</p>




# Positive impact companies

THEME	STOCK	POSITIVE IMPACT
 <p>Knowledge &amp; Technology</p>	<b>Lam Research</b>	<p><b>Lam Research</b> is a global supplier of fabrication equipment and services to the semiconductor industry. Nearly every advanced semiconductor chip in the world is built with Lam technology. Lam's products are essential to driving innovation in silicon, which is the foundation of all technological progress. As we enter a new age of advanced computing and connectivity, we believe Lam is contributing to the revolutionizing of our lives with new devices and applications enabled by the IoT becoming widespread in connected homes, connected vehicles and connected cities; from digital energy and greater efficiency to new consumer and medical technologies.</p>
	<b>Microsoft</b>	<p><b>Microsoft</b> is a global provider of software and technology services, headquartered in North America. Its strategy is to "build best-in-class platforms and productivity services for a mobile-first, cloud first world." It is one of the world's leading cloud computing providers and its Azure cloud platform, which is hosted on carbon neutral data centers, can be used in many different ways for the benefit of the environment and society. With its partners, Microsoft has developed solutions spanning energy, water, buildings, infrastructure and transportation to help modernize cities in sustainable ways that will minimize their resource use and environmental impact. Azure is also being used for open source artificial intelligence (AI) and big data applications. The other potential benefit arising from Microsoft's carbon neutral data centers is it enables businesses to shift their energy consumption to low carbon sources.</p>
	<b>Orange</b>	<p><b>Orange</b> is an operator of mobile and Internet services in Europe and Africa, and is headquartered in France. Telecom network providers may play a pivotal role in the upcoming era of ubiquitous connectivity through the IoT, via the rollout of 5G networks. We believe digital connectivity is a powerful tool for economic and social development. In developed economies, 5G networks may enable societies to capture productivity gains from smart cities, mobile working and autonomous driving. In developing countries, we believe 4G networks are already transforming the lives of people with mobile banking services, education, and health services and e-commerce opportunities.</p>
	<b>Salesforce</b>	<p><b>Salesforce</b> is a global enterprise software company with a franchise in customer relationship management (CRM) software. We believe its products are enabling clients to transform their businesses for the digital age, forging deeper relationships with their customers and facilitating a more efficient allocation of resources. Salesforce pioneered a new technology model based on the cloud and a subscription-based business model. In addition to commercial and technology advantages for its clients, there are material environmental benefits to this model given Salesforce has a commitment to run all its operations on renewable energy. We believe by enabling clients to shift energy-intensive computing operations into the cloud there is a significant carbon footprint reduction. Recognized as a leader in sustainability, Salesforce also has an integrated corporate philanthropy model that leverages the resources of the company to help improve the state of the world.</p>
	<b>SAP</b>	<p><b>SAP</b>, headquartered in Germany, is a global software company, providing solutions for enterprise resource planning, database management and business intelligence. Its services help businesses to adapt to digital transformation and to run their operations more efficiently, thereby increasing efficient use of resources. SAP is also transitioning its customers to cloud computing infrastructure and its data centers are powered by renewable energy. We believe this has a beneficial environmental impact because it enables businesses to shift their energy consumption to low carbon sources. Data centers are among the heaviest users of energy in the economy.</p>
	<b>Texas Instruments</b>	<p><b>Texas Instruments</b> is a semiconductor design and manufacturing company. Its primary area of focus is on developing analog chips and embedded processors, which we believe are fundamental building blocks of a more connected world. Examples of the wide variety of end customer applications include renewable energy technology, health care diagnostics equipment, factory automation, smart meters, security systems, battery management systems, autonomous driving and smart irrigation.</p>
	<b>Vodafone</b>	<p><b>Vodafone</b> is an operator of mobile and Internet services, headquartered in the UK. It operates in 26 countries across four continents and has more than 440 million customers. Telecom network providers may play a pivotal role in the upcoming era of ubiquitous connectivity through the IoT, via rollout of 5G networks. We believe digital connectivity is a powerful tool for economic and social development. In developed economies 5G networks may enable societies to capture productivity gains from smart cities, mobile working and autonomous driving. In developing countries, we believe 4G networks are already transforming the lives of people with mobile banking services, education and health services and e-commerce opportunities.</p>


# Positive impact companies

THEME	STOCK	POSITIVE IMPACT
 <p>Quality of Life</p>	<b>Gildan Activewear</b>	<p><b>Gildan</b> is a North American textile manufacturer, headquartered in Canada. It is renowned for its high social and environmental standards. It has invested in advanced manufacturing facilities, which enable it to produce higher-quality goods at a lower cost, while at the same time minimizing the environmental impact of its operations and providing industry-leading working conditions. We believe customers are attracted by Gildan's ability to provide assurance about the ethical integrity of its supply chain.</p>
	<b>McCormick</b>	<p><b>McCormick</b> is a global manufacturer of herbs and spices, headquartered in North America. In 2015 the U.S. Dietary Guidelines Advisory Committee specifically recommended greater use of herbs and spices as part of a healthy diet and as a way to reduce sodium intake. Demographic trends are also resulting in higher demand for herbs and spices as millennials increasingly choose to cook at home. McCormick has a robust sourcing program in place, working with producers from all over the world to improve the sustainability of farming practices.</p>
	<b>Nike</b>	<p><b>Nike</b> is a supplier of shoes and clothing. It has the stated mission of bringing inspiration and innovation to every athlete in the world. Alongside the health benefits from the use of its products, Nike is a leader in sustainable manufacturing and is moving toward a low-impact, closed loop model that uses reclaimed materials at the start of the manufacturing process. Additionally, Nike is targeting using 100% renewable energy in its owned and operated facilities by 2025.</p>


# Positive impact companies

THEME	STOCK	POSITIVE IMPACT
 <p>Safety</p>	<b>Intact Financial</b>	<b>Intact Financial</b> is Canada's largest insurer for cars, homes and businesses, with a market share of nearly 20%. It is using digital technology and data analytics to attract lower-risk customers by rewarding safer driving habits or the adoption of other loss prevention measures. We believe that digitization also improves customer experience and retention. Intact Financial is recognized as one of Canada's best employers.
	<b>Legrand</b>	<b>Legrand</b> builds electrical and digital infrastructure for buildings, and is headquartered in France. From smart meters to cable management, power distribution and voice-data-image (VDI) systems distribution, Legrand provides a host of solutions designed to manage lighting, energy, networks and building access. We believe its products improve building efficiency and enhance electrical safety. Legrand also designs assisted-living systems that may help people live longer and better in their own homes.
	<b>Progressive</b>	<b>Progressive</b> is a car insurance company in the U.S. and is also expanding into home insurance. Progressive considers itself a data science company focused on the insurance industry. The company uses data analysis, including tracking driving habits, to identify and attract lower-risk drivers that in turn allows it to offer lower insurance rates. We believe this encourages safer driving practices among its policyholders.
	<b>Shimadzu</b>	<b>Shimadzu</b> is a Japanese manufacturer of analytical and measuring instruments. It specializes in liquid chromatographs and mass spectrometers, where improved instrument performance is resulting in a growing number of applications related to food and environment safety testing, health care services and drug discovery. It has a strong franchise in China and India, where drug quality control and environmental analysis are key demand drivers.


# Positive impact companies

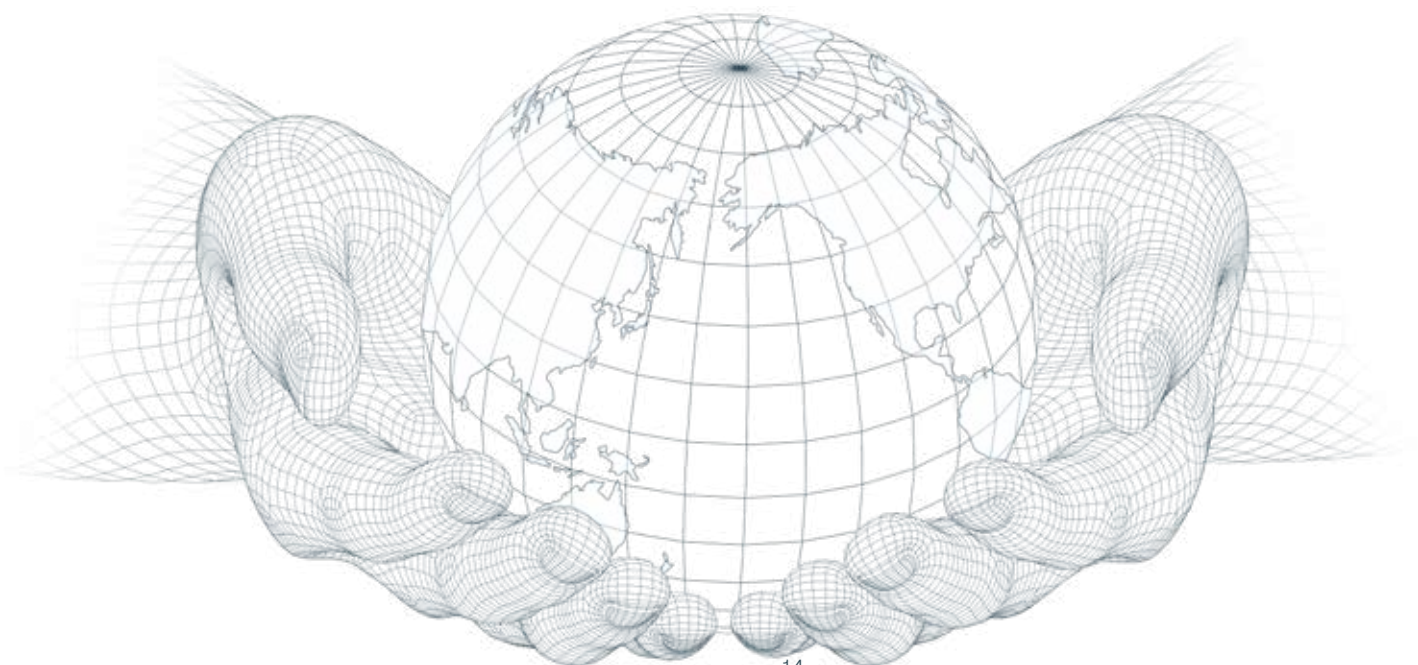
THEME	STOCK	POSITIVE IMPACT
 <p>Sustainable Transport</p>	<b>Aptiv</b>	<b>Aptiv</b> , headquartered in North America, is an automotive technology company. Aptiv offers auto manufacturers complete solutions, comprising both hardware and software, to develop smart vehicle architectures. In addition to potentially enhancing safety, Aptiv's technology is a key building block in enabling the development of driverless vehicles. The result could be fewer accidents and the creation of new transportation business models.
	<b>Getlink</b>	<b>Getlink</b> manages and operates the Channel Tunnel between Britain and France. This is one of the safest and most environmentally friendly ways of crossing the English Channel: dug below the seabed the tunnel avoids interaction with the marine ecosystem, and the choice of trains and electric power represents a major factor in reducing the carbon footprint of moving people and goods between Britain and France. There is still scope for increased utilization of this infrastructure asset.
	<b>Shimano</b>	<b>Shimano</b> is a global manufacturer of bicycle components, and is headquartered in Japan. It is renowned for its high-quality craftsmanship, and its components can be found on a full range of bicycles, from daily users to those used by the world's top racing teams. As well as being an environmentally sustainable method of transport, cycling is also recognized for its health benefits and it enjoys government support in many regions of the world.
	<b>TE Connectivity</b>	<b>TE Connectivity</b> is in the connectors and sensors industry. It designs and manufactures devices that connect and protect the flow of power and data inside a wide variety of industrial and consumer products such as subsea communications networks, factory automation systems, electric cars and wearable fitness trackers. Its sensors also play a critical role in improving health care, being incorporated into medical devices with applications from diagnostics and therapeutics, to imaging and surgery. TE Connectivity's technology helps enable customers to make products that are more reliable, safe and energy efficient.
	<b>Tesla</b>	<b>Tesla</b> headquartered in North America, is a manufacturer of electric vehicles, lithium-ion batteries and solar power systems. Its mission is to accelerate the world's transition to sustainable energy. It is also leading the race in the development of autonomous driving technology. Its electric cars have won numerous accolades for their high-performance, best-in-class safety and low running costs. By adopting a strategy that incorporates the entire clean technology value chain from solar energy generation to power storage to electric mobility, Tesla's potential impact reaches across many different industries. The advantage of solar and batteries is the ability to offer a truly distributed power system, avoiding the need to build power plants and electrical grids. This may have a transformational impact on the lives of poor communities in developing countries.
	<b>Wabtec</b>	<b>Westinghouse Air Brake Technologies (Wabtec)</b> , headquartered in North America, is a provider of equipment and components to the global freight and transit rail industries. Its products are focused on safety and efficiency, including driver control systems, collision-avoidance systems, braking equipment, signaling technology and low-emission locomotives with enhanced fuel efficiency. Railroads are an environmentally sound way to move freight over land, and we believe public transit systems also have a positive environmental and social impact.

# Positive impact companies

THEME	STOCK	POSITIVE IMPACT
 <p data-bbox="140 638 272 730">Sustainable Property &amp; Finance</p>	<b>AIA Group</b>	<p><b>AIA</b> is a pan-Asian insurance provider headquartered in Hong Kong. It has a presence in 18 countries and provides a wide range of products, including retirement savings plans, life insurance, and accident and health insurance. Protection products in developing and emerging Asia are relatively underpenetrated, especially in Thailand, Malaysia, India, China and Indonesia. At the same time, the lack of a social safety net for the population in emerging and developing markets may underpin the need for health and pension products. Conversely, in developed markets, we believe the aging population is driving life insurance penetration as individuals spend larger proportions of their wealth on protection and health.</p>
	<b>Aon</b>	<p><b>Aon</b> is a global provider of risk management, insurance, reinsurance brokerage and human resource consulting. As one of the leading repositories of risk and insurance placement data, Aon uses big data analytics to help clients manage complex risks. We believe there is growing demand for insurance given the emergence of new risks such as the environmental consequences of climate change, cyber risk and the risks associated with the provision of retirement and health care services to an aging population.</p>
	<b>Charles Schwab</b>	<p><b>Charles Schwab</b> is a North American investment services firms. It is renowned for its high-quality customer service, low commissions and low minimum investment requirement. This has been made possible by its low-cost, Internet-based platform, and this has resulted in a customer base drawn from a broad socioeconomic demographic. Schwab offers individual retirement planning services and its full-service investing platform is also favored by independent registered investment advisers. Given an aging demographic in the U.S., we believe Charles Schwab continues to see growth in financial assets due to the growing need for effective retirement planning.</p>
	<b>Equinix</b>	<p><b>Equinix</b> is a real estate investment trust that develops and operates interconnected data centers. It is the largest operator in the world, with more than 180 data centers in 44 markets across five continents. Data centers are the backbone of the Internet and a more connected world – with advances in the IoT and AI there should be continued growth in demand for efficient and secure storage and transmission of data. Equinix has a long-term goal to use 100% renewable energy to power its operations and we believe this will have a positive impact on lowering carbon emissions by enabling customers to move energy-intensive computing processes into the cloud.</p>
	<b>ING Groep</b>	<p><b>ING Groep</b> is one of the largest banks in the Benelux Union, but it also has a large and growing international footprint, being present in more than 40 countries. Its franchise is solely focused on retail and wholesale banking activities – providing essential financial services to consumers and businesses. It is embracing digital transformation to provide superior customer service and drive capital-efficient growth outside of its home markets. It is also making strides with respect to integrating sustainability considerations into its operational and risk management processes.</p>
	<b>Leopalace21</b>	<p><b>Leopalace21</b> is a Japanese real estate company that builds and leases low-cost housing and residential care homes. It has a policy to minimize the environmental impact of its buildings by installing rooftop solar and energy-efficient LED lighting. It also offers many lifestyle services and its apartments are favored by corporate tenants and students.</p>
	<b>Marsh &amp; McLennan</b>	<p><b>Marsh &amp; McLennan</b> is a global provider of risk management, risk consulting and insurance program management services to businesses, governments and individuals around the world. Marsh &amp; McLennan utilizes data to help clients understand and manage complex risks. We believe there is growing demand for insurance given the emergence of new risks such as the environmental consequences of climate change, cyber risk and the risks associated with the provision of retirement and health care services to an aging population.</p>
	<b>Visa</b>	<p><b>Visa</b> operates VisaNet, which is the largest retail electronic payments network in the world. We believe there are many benefits to the electrification of payments: in addition to improved security and convenience for both consumers and businesses, independent studies show that the increased penetration of electronic payment technology has a positive impact on economic growth. This is often most visible in developing countries, where we believe lower socioeconomic groups suffer from lack of financial access. Visa has numerous microfinance initiatives around the world. Other potential benefits of moving to a cashless society should be reduced rates of tax avoidance and the hindrance of illegal activities.</p>
	<b>Walker &amp; Dunlop</b>	<p><b>Walker &amp; Dunlop</b> is a full-service commercial real estate financing company in the United States, originating loans, servicing mortgages and providing asset management services. It has a particular focus on multi-family properties (apartment buildings) and it has a leading share of mortgage originations with the government-sponsored agencies Fannie Mae (Federal National Mortgage Association) and Freddie Mac (Federal Home Loan Mortgage Corporation). Walker &amp; Dunlop has specialist expertise in helping clients comply with government regulations and programs concerning the provision of affordable housing and green lending, as well as health care, senior living and student properties.</p>

# Positive impact companies

THEME	STOCK	POSITIVE IMPACT
 <p>Water Management</p>	<b>AO Smith</b>	<b>AO Smith</b> is a water technology company, encompassing products from energy-efficient water heaters to water purifiers and commercial water treatment solutions. AO Smith's patented technology can increase the output of fresh water from reverse osmosis residential water treatment products (which remove contaminants from water) by 50%. Climate change and environmental pollution are having a negative impact on the availability of clean water. We believe AO Smith's products and solutions help to address this.
	<b>Evoqua Water Technologies</b>	<b>Evoqua Water Technologies</b> is a water technology company, with a sole focus on water treatment. Its core technologies are focused on purification; removing impurities from water, rather than neutralizing them through the addition of chemicals. It serves municipal and industrial customers and its solutions span the entire water life cycle from extraction and purification to waste treatment and reuse. We believe Evoqua's treatment systems and services enable customers to achieve lower costs from the more efficient use of water, as well as ensuring their ability to meet regulatory compliance requirements and environmental sustainability objectives.
	<b>Sanepar</b>	<b>Sanepar</b> , the Companhia de Saneamento do Paraná, is the main water utility in the Brazilian state of Paraná. It provides both treated water supply and sewage collection and treatment services. While there is full coverage of clean water provision in Paraná, nearly one-quarter of the population is yet to have access to sanitation services. Recent changes to the regulatory framework are now enabling Sanepar to invest in its regulated asset base to extend sanitation services to the rest of the state's population.
	<b>Tetra Tech</b>	<b>Tetra Tech</b> is a global provider of consulting and engineering services for water, environmental, infrastructure, resource management, energy and international development. Operating across more than 100 countries, the company is renowned for its expertise in water-related and environmental services for both public and private sector clients. Other services include advising on environmental remediation, infrastructure design, environmental permitting, smart grid design, resource conservation programs, solid waste management and pollution control.
	<b>Xylem</b>	<b>Xylem</b> is a global water infrastructure and technology company headquartered in North America. Its corporate mission statement is "let's solve water." It has a broad portfolio of products and applications for the water and wastewater, agriculture, industrial, residential and commercial end markets. We believe climate change is having a disruptive impact on the global water cycle at the same time that demand for fresh water continues to increase due to population growth and urbanization. Xylem's solutions range from flood recovery services to water conservation and treatment services.







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

**Janus Henderson**  
INVESTORS

The opinions and views expressed are as of the date published and are subject to change without notice. They are for information purposes only and should not be used or construed as an offer to sell, a solicitation of an offer to buy, or a recommendation to buy, sell or hold any security, investment strategy or market sector. There is no guarantee that the information supplied is accurate, complete, or timely, nor are there any warranties with regards to the results obtained from its use.

Foreign securities are subject to additional risks including currency fluctuations, political and economic uncertainty, increased volatility, lower liquidity and differing financial and information reporting standards, all of which are magnified in emerging markets.

In Canada, products and services are offered through Janus Capital Management LLC only to institutional investors in certain jurisdictions.

Janus Henderson is a trademark of Janus Henderson Group plc or one of its subsidiary entities. © Janus Henderson Group plc.

**FOR INSTITUTIONAL INVESTOR USE ONLY / NOT FOR PUBLIC VIEWING OR DISTRIBUTION**