

2018

Project Portfolio – Evaluation and Valuation

Janus Management Ltd (JMAG) JMAG is part of a large business network. All projects are brought to JMAG from this network. Not every project can be handled by JMAG. Therefore due-dilligences are performed to make a selection.

Due-Dilligence

Selection:

In a first, rough selection the projects are evaluated according to the priority parameters (sustainability, innovation, (MEGA-) trends). Additional parameters such as the 4 main resources (water, air, nature, people), improvement of life for humans and the environment in all areas, etc. are then additionally taken into account.

Project Due-Dilligence:

Projects that have passed the first selection are then evaluated and prioritized according to their feasibility, profitability, efficiency and chances of success in implementation.

Afterwards, the conditions are negotiated with the project owner.

Project Portfolio - Content

In 2018, about 90.9 % of the projects failed the first selection and had to be rejected.

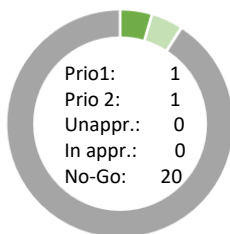
2 projects made it into the project due diligence. After their evaluation they were prioritized. Both projects started in late 2018.

JMAG aims to invest in the evaluated projects itself (resources: manpower, investment). Without further business partners, however, it is normally not possible.

That means that experts (special fields), business enablers as well as external investors are sought.

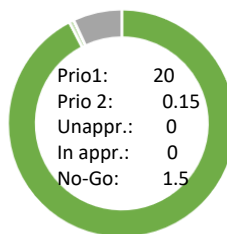
In 2018 the challenge was very big. Because 20 million Swiss francs were needed for a project. The potential of this project is so big that an investor with greater financial strength is being sought.

Due-Dilligence 2018



■ Prio 1 ■ Prio 2 ■ unapproved
■ appr. ■ No-Go/rejected

Projektvolumen 2018



■ Prio 1 ■ Prio 2 ■ unapproved
■ appr. ■ No-Go/rejected

* Volumen in Mio. Swiss Francs

Project list

In the year-2018 project list, the names of the projects or project owners are hidden for data protection reasons. But all names are known within the company.

Project	Sector	Name	Status	Country	Investment	Patents	"GO" resp. "No-Go"
1	Water		Prio 1	CH, D	20'000'000	multiple	sustainable, Water, Patents, Innovations, Healthcare, Human need
2	Cosmetic		Prio 2	CH, D, FL	150'000	none	sustainable, natural materials, recycling, Innovations
3	Education		rejected	GB, Nigeria	100'000	none	too specific only football
4	Luxury living		rejected	CH	50'000	none	not sustainable
5	Battery		rejected	CH, D	100'000	none	not sustainable; only more effective technology to existing
6	IT		rejected	CH, UAE	100'000	none	APP for UHNWI only; not sustainable
7	Finance		rejected	FL	50'000	none	Support for Advertising; not sustainable; only for UHNWI
8	Advertising		rejected	TR	50'000	none	Turkey is difficult for non-turkish investors; not sustainable
9	Automotive		rejected	CH, D	100'000	multiple	patents in CH, Prod. In D; already too much handed around
10	IT		rejected	CH	50'000	none	typical sin-off of University; too less engagement of owners
11	Climate		rejected	CH, D, RUS, UAE	50'000	none	Prod. In Belarus; no financial control; too much intransparency
12	Automotive		rejected	GB, CH	100'000	none	no agreement for shareholding; too luxury
13	Agriculture		rejected	CH	100'000	multiple	no agreement for shareholding; over-valued by owner
14	IT		rejected	CH, USA	100'000	none	too big, too expensive;
15	sports		rejected	CH	50'000	none	too expensive as advertising platform
16	Pharma		rejected	CH, MOL	100'000	none	Generic pharma prod. In Moldova; too much intransparency
17	Education		rejected	CH, USA	50'000	none	no partners/locations found; stopped
18	Job Consulting		rejected	CH	50'000	none	no co-invest through founder
19	Automotive		rejected	CH, D	50'000	none	no co-investors found
20	Mining		rejected	MN, CH	100'000	none	too many shareholders; no lead possible
21	Mining		rejected	MN, D	100'000	none	no transparency in project; no transparency in financing
22	Job Consulting		rejected	CH, D	50'000	none	all projects in Latin-America

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