

## Corporate Overview

Janus International Group, Inc. (“Janus” or the “Company”) is a leading global manufacturer and provider of turnkey self-storage, commercial, and industrial building solutions, including: roll up and swing doors, hallway systems, single- and multi-story steel buildings, building components, relocatable storage units, and smart security and locking technologies with manufacturing operations across the United States, Poland, the United Kingdom, and Australia. Our business operates through two geographic regions that comprise our two reportable segments: Janus North America and Janus International.

Janus focuses on two primary markets, providing building solutions to the self-storage industry, which includes new construction and restore-rebuild-replace (“R3”) services, and the broader commercial industrial market.

In the self-storage industry, Janus serves as an integral partner to our customers’ success on every project. The Company provides end-to-end solutions, from early design to facility buildout to repair and upgrades, including the deployment of technological advancements and modernization for existing facilities through our Nokē™ Smart Entry system. Janus’s Nokē™ Smart Entry system represents a cutting edge electronic smart locking system that integrates seamlessly with both roll-up and swing doors. The Nokē™ Smart Entry system is designed to improve the security of individual self-storage units while also allowing facility owners to streamline their operations and enhance their customer experience.

In the broader commercial market, Janus offers a robust suite of commercial door solutions in partnership with dealers and distributors. With our strategic footprint of conveniently located distribution facilities, Janus partners with architects to secure product specifications, leveraging our manufacturing expertise to refine our offering of commercial doors and complementary products for the broader commercial industrial market.

## EQUITY SNAPSHOT

(DATA AS OF 5/12/26)

Ticker:

**JBI**

Share Price:

**\$4.96**

52-Week Range:

**\$4.26-\$10.80**

Shares Outstanding (in millions):

**136.4**

 Market Capitalization<sup>1</sup>:

**\$677 M**

 Enterprise Value<sup>2</sup>:

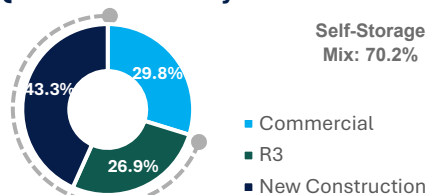
**\$1,201 M**

 ADTV<sup>3</sup> (3 months):

**1.7 M**

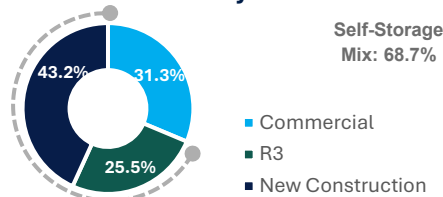
**\$222.7 M**  
Q1 2026 Revenue

### Q1 2026 Revenue by Sales Channel



**\$884.2 M**  
FY 2025 Revenue

### FY 2025 Revenue by Sales Channel



## Balance Sheet and Cash Flow

(DATA AS OF 4/4/26)

**\$183.8M**      **2.7x**

Total Liquidity

 Net Debt to LTM Adj. EBITDA<sup>4</sup>

**\$36.2M**      **\$33.4M**

Q1 2026 Operating Cash Flow

 Q1 2026 Free Cash Flow<sup>4</sup>

## G.R.O.W. Strategy

Executing a focused strategy to expand share, scale technology and security solutions, and create long-term value

**G**reater Penetration of Self-Storage

**R**amp Adoption of Smart Security Solutions

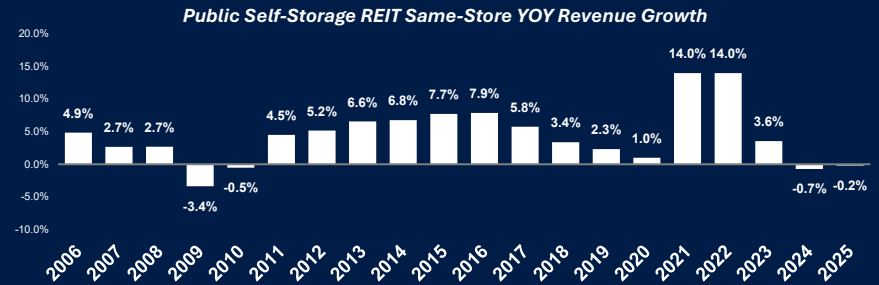
**O**utperform in Commercial Markets

**W**in Through Strategic, Accretive Acquisitions

## Resilient Industry Dynamics

### Self-storage facility demand driven by recurring life events

- Recurring life events drive usage including dislocation, disaster, divorce, death, decluttering, distribution
- 12.6% of U.S. households utilize self-storage (MSM Self-Storage Almanac Self-Storage Demand Study, 2023)
- 65% of facilities are 20+ years old (Source: Yardi Matrix), driving R3 activity



Source: Public filings for PSA, CUBE, SMA, NSA and EXR.

## Go-To-Market Approach

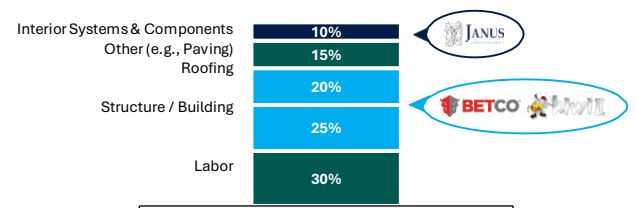
### Operators Partner with Janus for its Quality and Reliability

- Leveraging favorable industry reputation to increase content within self-storage facilities through design-build businesses
- Installation of Janus' interior products is typically the final action before a self-storage unit can generate rental income
- High cost of failure and small portion of overall facility cost results in customers placing a premium on efficiency and reliability
- Low incentive to switch suppliers; sole source arrangements

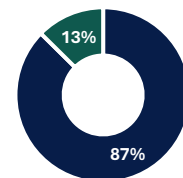
### Janus Focuses on Value-Added Sales

- Provides value-added services, such as site pre-work planning, site drawings, installation, project management, and 3rd party security
- Differentiated through on-time delivery, efficient installation, best-in-class service, and a reputation for high quality products
- Purchasing decisions at the large, higher margin institutional accounts are driven in large part by value-added services and installation

### Example of Self-Storage Capex Breakout (New Build)



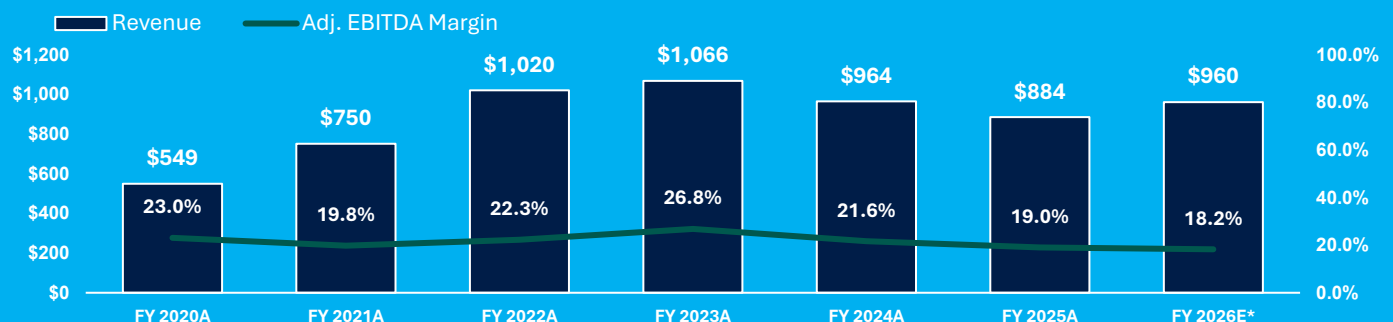
### FY 2025 Self-Storage Sales



- Value-Added Self-Storage Sales
- Material Only Self Storage Sales

## Financial Strength

Consistent top-line performance and profitability (\$ in MM)



\* 2026E represents the midpoint of FY 2026 guidance range.

1. Market capitalization is calculated by multiplying the total number of Company shares outstanding by the present share price.
2. Enterprise value is defined as the sum of the Company's market capitalization plus its total debt less cash and cash equivalents.
3. ADTV is defined as average daily trading volume or the average number of shares of a security traded daily over a given period.
4. Adjusted EBITDA, Adjusted EBITDA Margin, Free Cash Flow, Free Cash Flow Conversion of Adjusted Net Income and Net Leverage are not financial measures determined in accordance with GAAP. For a definition of this metric and a reconciliation to our most directly comparable financial measure calculated and presented in accordance with GAAP, please see the company's latest filings with the SEC and the section titled "Reconciliation of GAAP to non-GAAP Financial Measures" for more information about such Non-GAAP financial measure and a reconciliation to the most directly related GAAP financial measure.

**Non-GAAP Financial Measures**

Janus uses measures of performance that are not required by or presented in accordance with GAAP in the United States. Non-GAAP financial performance measures are used to supplement the financial information presented on a GAAP basis. These non-GAAP financial measures should not be considered in isolation or as a substitute for the relevant GAAP measures and should be read in conjunction with information presented on a GAAP basis.

Adjusted EBITDA, Adjusted EBITDA Margin, Adjusted Net Income, Adjusted Diluted EPS, Free Cash Flow, Free Cash Flow Conversion of Adjusted Net Income, and Net Leverage Ratio are non-GAAP financial measures used by Janus to evaluate its operating performance, generate future operating plans, and make strategic decisions, including those relating to operating expenses and the allocation of internal resources. Accordingly, Janus believes these non-GAAP financial measures provide useful information to investors and others in understanding and evaluating Janus's operating results in the same manner as its management and board of directors and in comparison with Janus's peer group companies. In addition, these non-GAAP financial measures provide useful measures for period-to-period comparisons of Janus's business, as they remove the effect of certain non-recurring events and other non-recurring charges, such as acquisitions, and certain variable or non-recurring charges. Adjusted EBITDA is defined as net income excluding interest expense, income taxes, depreciation expense, amortization, and other non-operational, non-recurring items. Adjusted EBITDA Margin is defined as Adjusted EBITDA divided by total revenue. Adjusted Net Income is defined as net income as adjusted for the corresponding tax-adjusted add-backs shown in the Adjusted EBITDA reconciliation. Adjusted Diluted EPS is defined as Adjusted Net Income divided by the diluted weighted average number of shares outstanding. Free Cash Flow is calculated by subtracting capital expenditures from cash provided by operating activities. Free Cash Flow Conversion of Adjusted Net Income is calculated as free cash flow divided by Adjusted Net Income. Net Leverage Ratio is defined as the ratio of our consolidated senior secured indebtedness reduced by cash to our trailing four-quarter consolidated Adjusted EBITDA.

Please note that the Company has not provided the most directly comparable GAAP financial measure, or a quantitative reconciliation thereto, for the Adjusted EBITDA and Inorganic Revenue forward-looking guidance for 2026 included in this communication in reliance on the "unreasonable efforts" exception provided under Item 10(e)(1)(i)(B) of Regulation S-K. Providing the most directly comparable GAAP financial measure, or a quantitative reconciliation thereto, cannot be done without unreasonable effort due to the inherent uncertainty and difficulty in predicting certain non-cash, material and/or non-recurring expenses or benefits, legal settlements or other matters, and certain tax positions. Because these adjustments are inherently variable and uncertain and depend on various factors that are beyond the Company's control, the Company is also unable to predict their probable significance. The variability of these items could have an unpredictable, and potentially significant, impact on our future GAAP financial results, and amounts excluded from these non-GAAP measures in future periods could be significant.

Adjusted EBITDA, Adjusted EBITDA Margin, Adjusted Net Income, Adjusted Diluted EPS, Free Cash Flow, Free Cash Flow Conversion of Adjusted Net Income, and Net Leverage Ratio should not be considered in isolation of, or as an alternative to, measures prepared in accordance with GAAP. There are a number of limitations related to the use of these non-GAAP measures rather than the nearest GAAP equivalent of Adjusted EBITDA and Adjusted Net Income. These limitations include that the non-GAAP financial measures: exclude depreciation and amortization, and although these are non-cash expenses, the assets being depreciated may be replaced in the future; do not reflect interest expense, or the cash requirements necessary to service interest on debt, which reduces cash available; do not reflect the provision for or benefit from income tax that may result in payments that reduce cash available; exclude non-recurring items (i.e., the extinguishment of debt); and may not be comparable to similar non-GAAP financial measures used by other companies, because the expenses and other items that Janus excludes in the calculation of these non-GAAP financial measures may differ from the expenses and other items, if any, that other companies may exclude from these non-GAAP financial measures when they report their operating results. Because of these limitations, these non-GAAP financial measures should be considered along with other operating and financial performance measures presented in accordance with GAAP.