



JANUS
INTERNATIONAL GROUP

FIRST QUARTER 2023 EARNINGS PRESENTATION

May 11, 2023

JanusIntl.com

FORWARD LOOKING STATEMENTS

Certain statements in this communication, including the estimated guidance provided under “2023 Outlook” herein, may be considered “forward-looking statements” within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. All statements other than statements of historical fact included in this communication are forward-looking statements, including, but not limited to statements regarding Janus’s belief regarding the demand outlook for Janus’s products and the strength of the industrials markets. When used in this communication, words such as “may,” “should,” “could,” “would,” “expect,” “plan,” “anticipate,” “believe,” “estimate,” “continue,” or the negative of such terms or other similar expressions, as they relate to the management team, identify forward-looking statements. Such forward-looking statements are based on the current beliefs of Janus’s management, based on currently available information, as to the outcome and timing of future events, and involve factors, risks, and uncertainties that may cause actual results in future periods to differ materially from such statements. In addition to factors previously disclosed in Janus’s reports filed with the SEC and those identified elsewhere in this communication, the following factors, among others, could cause actual results to differ materially from forward-looking statements or historical performance: (i) risks of the self-storage industry; (ii) the highly competitive nature of the self-storage industry and Janus’s ability to compete therein; (iii) litigation, complaints, and/or adverse publicity; (iv) cyber incidents or directed attacks that could result in information theft, data corruption, operational disruption and/or financial loss; and (v) the risk that the demand outlook for Janus’s products may not be as strong as anticipated. There can be no assurance that the events, results, trends or guidance regarding financial outlook identified in these forward-looking statements will occur or be achieved. Forward-looking statements speak only as of the date they are made, and Janus is not under any obligation and expressly disclaims any obligation, to update, alter or otherwise revise any forward-looking statement, whether as a result of new information, future events or otherwise, except as required by law. This communication is not intended to be all-inclusive or to contain all the information that a person may desire in considering an investment in Janus and is not intended to form the basis of an investment decision in Janus. All subsequent written and oral forward-looking statements concerning Janus or other matters and attributable to Janus or any person acting on its behalf are expressly qualified in their entirety by the cautionary statements above and under the heading “Risk Factors” in Janus’s most recently filed Annual Report on Form 10-K and Quarterly Report on Form 10-Q, as updated from time to time in amendments and its subsequent filings with the SEC.

NON-GAAP FINANCIAL MEASURES

In this presentation 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, and Adjusted Net Income, Adjusted Basic EPS, and Adjusted Diluted EPS 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 Adjusted EBITDA, and Adjusted Net Income, Adjusted Basic EPS, and Adjusted Diluted EPS 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, Adjusted EBITDA, and Adjusted Net Income, Adjusted Basic EPS, and Adjusted Diluted EPS 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 Net Income is defined as net income plus the corresponding tax-adjusted add-backs shown in the Adjusted EBITDA reconciliation. Adjusted Basic earnings (income) per share (EPS) is computed by taking Adjusted Net Income divided by the weighted average number of shares of common stock outstanding during the period. Adjusted Diluted earnings (income) per share (EPS) is computed by dividing Adjusted Net Income by the weighted average number of common shares outstanding plus the effect of dilutive potential common shares outstanding during the period using the treasury stock method. Dilutive potential common shares include stock purchase warrants and contingently issuable shares attributable to the earn-out consideration.

Please note that the Company has not provided the most directly comparable GAAP financial measure, or a quantitative reconciliation thereto, for the Adjusted EBITDA forward-looking guidance for 2023 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.

Adjusted EBITDA, and Adjusted Net Income, Adjusted Basic EPS, and Adjusted Diluted EPS 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 Adjusted EBITDA, and Adjusted Net Income, Adjusted Basic EPS, and Adjusted Diluted EPS rather than net income (loss), which is the nearest GAAP equivalent of Adjusted EBITDA and Adjusted Net Income, or Basic EPS and Diluted EPS, which is the nearest equivalent to Adjusted Basic EPS and Adjusted Diluted EPS. These limitations include that the non-GAAP financial measures: (i) exclude depreciation and amortization, and although these are non-cash expenses, the assets being depreciated may be replaced in the future; (ii) do not reflect interest expense, or the cash requirements necessary to service interest on debt, which reduces cash available; (iii) do not reflect the provision for or benefit from income tax that may result in payments that reduce cash available; (iv) exclude non-recurring items (i.e., the extinguishment of debt); and (v) 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.

AGENDA



Ramey Jackson

Chief Executive Officer

***Business Overview &
Market Update***



Anselm Wong

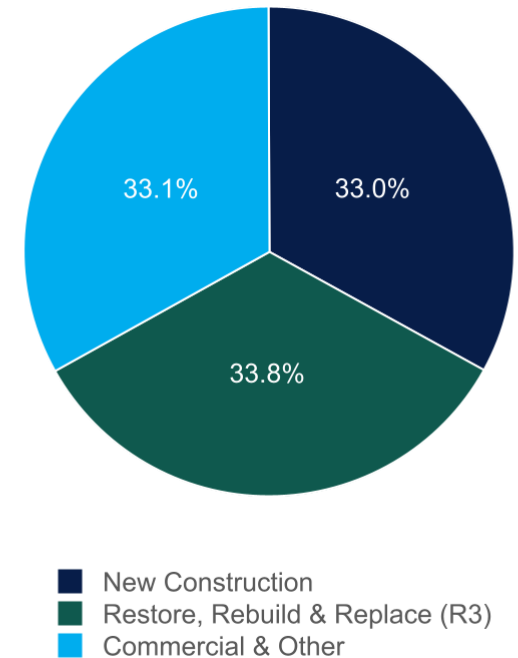
Chief Financial Officer

1Q23 Financial Overview

First Quarter 2023 Highlights

- **Strong 9.8% organic revenue growth across all sales channels**
 - **Restore, Rebuild & Replace (“R3”) up 26.9%**
 - **New Construction up 2.6%**
 - **Commercial & Other up 2.6%**
- **Robust Adjusted EBITDA¹ growth of 37.0% to \$61.2 million**
- **Delivered Adjusted EBITDA margin of 24.3%, an increase of ~480 basis points vs 1Q2022 as productivity initiatives and commercial actions more than offset labor and input cost pressures**
- **Strong free cash flow² generation of \$44.2 million; TTM 1Q2023 free cash flow conversion of Adj. Net Income¹ of 88%**
- **Paid down \$50 million against first term loan facility debt**
- **Subsequent to quarter end, credit rating upgraded by Moody’s**

First Quarter 2023 Revenue Mix



1. Adjusted EBITDA, Adjusted Net Income and Adjusted Diluted EPS are not financial measures determined in accordance with GAAP. For a definition of these metrics 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 as well as the appendix of this presentation.

2. Free cash flow as reconciled in the appendix of this presentation.

Q1 2023 Results Overview

Revenue
\$251.9M
9.8% increase

Adj. EBITDA¹
\$61.2M
37.0% increase
24.3% margin

Adj. Diluted EPS¹
\$0.18
Adj. Net Income¹
of \$26.4M

Operating Cash
Flow
\$50.2M
FCF² of \$44.2M



Continued Strong Growth and Execution

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2. Free cash flow as reconciled in the appendix of this presentation.

Building on Record of High Return Capital Allocation

Strong cash flow profile, financial flexibility, disciplined capital deployment

Free Cash
Conversion of
Adj. NI
75% - 100%

88% TTM at 1Q23

Solid Balance Sheet



2.0x-3.0x Leverage Target

Net Debt/Adj. EBITDA of 2.4X at
1Q23, within target range

Liquidity of \$149.6M at 1Q23

Invest in Growth



Acquisitions

Focus on core business and
strategic adjacencies

Maintain capital discipline

Financial Flexibility



Optimize Returns

Prioritized actions to optimize
capital structure and returns

Value-enhancing initiatives

Plan in Motion for Significant Value Creation

3-5 Year Long-Term Targets

- Expand industry-leading position in well-structured market
- Deliver Strong growth across existing sales channels and expand adoption of Nokē Remote Access
- Drive Robust EBITDA margins and grow suite of higher margin solutions offerings
- Continue to deliver solid free cash flow generation
- Execute value-accretive acquisitions

Annual Organic Revenue Growth

4% - 6%

EBITDA Margin

25% - 27%

Free Cash Flow Conversion

75%-100%

Net Leverage

2.0x – 3.0x

2023 Guidance

Building on Established Momentum to Deliver Another Year of Record Results

UPDATED FULL YEAR 2023 Guidance

Revenue
\$1.06B to \$1.08B
5.0% increase vs. 2022 at
midpoint

Adjusted EBITDA¹
\$253M to \$278M
17.0% increase vs. 2022
at midpoint

- Raising full year guidance for Revenue and Adjusted EBITDA
- Strong outlook reflects current backlog and pipeline, along with combined benefit of commercial actions and productivity initiatives

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Q1 2023 and 2023 Summary

- **Strong first quarter organic growth driven primarily by R3 sales channel**
- **Commercial and productivity initiatives continue to drive top line growth, offsetting higher costs**
 - **~480 bps improvement in Adj. EBITDA¹ margin YoY**
- **Ongoing meaningful cash generation; free cash flow of \$44.2 million; TTM 1Q2023 free cash flow² conversion of Adjusted Net Income¹ of 88%**
- **Quarter-end net leverage ratio³ of 2.4x – down 1.9x from 1Q2022 and well within target range of 2.0x - 3.0x**
- **Moody's upgraded credit rating to B1 from B2, maintains stable outlook**
- **Increasing Full-Year 2023 guidance range to \$1.06 - \$1.08 billion for revenue and \$253 - \$278 million for Adjusted EBITDA**

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2. Free cash flow as reconciled in the appendix of this presentation.

3. Net leverage defined as (total debt – cash and cash equivalents)/TTM adjusted EBITDA.

Adjusted EBITDA Reconciliation

	Three Months Ended		Variance	
	April 1, 2023	April 2, 2022	\$	%
Net Income	\$ 25,982	\$ 19,704	\$ 6,278	31.9%
Interest Expense	15,998	8,775	7,223	82.3%
Income Taxes	9,017	6,607	2,410	36.5%
Depreciation	2,180	1,857	323	17.4%
Amortization	7,416	7,225	191	2.6%
EBITDA	\$ 60,593	\$ 44,168	\$ 16,425	37.2%
COVID-19 related expenses ⁽¹⁾	—	109	(109)	(100.0)%
Restructuring Charges ⁽²⁾	590	103	487	472.8%
Acquisition expense ⁽³⁾	—	287	(287)	(100.0)%
Adjusted EBITDA	\$ 61,183	\$ 44,667	\$ 16,516	37.0%

1. Adjustment consists of signage, cleaning and supplies to maintain work environments necessary to adhere to CDC guidelines during the COVID-19 pandemic. See “*Impact of COVID-19*” section.
2. Adjustments consist of the following: 1) facility relocations, 2) severance and hiring costs associated with our strategic transformation, including executive leadership team changes, strategic business assessment and transformation projects.
3. Expenses related to the transition services agreement for the DBCI acquisition which closed August 18, 2021

Adjusted Net Income Reconciliation

	Three Months Ended	
	April 1, 2023	April 2, 2022
Net Income (Loss)	\$ 25,982	\$ 19,704
Net Income Adjustments ⁽¹⁾	590	499
Tax Effect Non-GAAP on Net Income Adjustments ⁽²⁾	(152)	(125)
Non-GAAP Adjusted Net Income	\$ 26,420	\$ 20,078

1. Refer to SEC public filings for detailed breakout. This amount reconciles to the EBITDA Adjustments/Non-GAAP Adjustments
2. Tax effected for the net income adjustments. Used effective tax rates 25.8% and 25.1% for the three months ended April 1, 2023 and April 2, 2022

Non-GAAP Adjusted EPS

	Three Months Ended	
	April 1, 2023	April 2, 2022
Numerator:		
GAAP Net Income	\$ 25,982	\$ 19,704
Non-GAAP Adjusted Net Income	\$ 26,420	\$ 20,078
Denominator:		
Weighted average number of shares:		
Basic	146,703,894	146,561,717
Adjustment for Restricted Stock Units	48,007	271,172
Diluted	146,751,901	146,832,889
GAAP Basic EPS		
	\$ 0.18	\$ 0.13
GAAP Diluted EPS		
	\$ 0.18	\$ 0.13
Non-GAAP Adjusted Basic EPS		
	\$ 0.18	\$ 0.14
Non-GAAP Adjusted Diluted EPS		
	\$ 0.18	\$ 0.14

Free Cash Flow Conversion

	Three Months Ended	
	April 1, 2023	April 2, 2022
Cash flow from operating activities	\$ 50,246	\$ 24,777
Less capital expenditure	(6,070)	(2,880)
Free cash flow	\$ 44,176	\$ 21,897
 Non-GAAP Adjusted Net Income	 \$ 26,420	 \$ 20,078
 Free cash flow conversion of Non-GAAP Adjusted Net Income	 167 %	 109 %

	Trailing Twelve-Months Ended	
	April 1, 2023	April 2, 2022
Cash flow from operating activities	\$ 113,938	\$ 74,044
Less capital expenditure	(11,997)	(20,382)
Free cash flow	\$ 101,941	\$ 53,662
 Non-GAAP Adjusted Net Income	 \$ 116,299	 \$ 77,522
 Free cash flow conversion of Non-GAAP Adjusted Net Income	 88 %	 69 %