



Connecting the \$1T+ Commercial Real Estate Industry

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This communication includes forward-looking statements based on the Company's current expectations and projections about future events. All statements contained in this communication other than statements of historical fact, including any statements regarding our future operations, are forward-looking statements. The words “believe,” “may,” “will,” “estimate,” “continue,” “anticipated,” “intend,” “expect,” “could,” “would,” “project,” “plan,” “potentially,” “preliminary,” “likely,” and similar expressions are intended to identify forward-looking statements as defined in the Private Securities Litigation Reform Act of 1995.

The forward-looking statements contained in this communication are based on knowledge of the environment in which the Company currently operates and are subject to change based on various important factors that may affect the Company's operations, the demand for the Company's platform, and economic activity in general, as well as other factors beyond the Company's control. as of the date of this presentation.

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Although we believe that our expectations are based on reasonable assumptions, we can give no assurance that our expectations will materialize.



Our Team

Leadership



Blake Janover
Founder, Chairman & CEO



Bruce Rosenbloom, CPA
Chief Financial Officer



Board of Directors



Sam Haskell, CFA

Director



William Caragol

Director



Marcelo Lemos

Director



Amb. Ned Siegel

Director



World Class Team





“


If you're long term oriented, customer interests and shareholder interests are aligned.

JEFF BEZOS

53% Inside Ownership



A market measured in **trillions**

\$4.6T 
Commercial mortgages
outstanding ¹

\$24T 
Value of commercial real
estate ²

\$2T 
Apartment building loans
outstanding ¹

54M+ 
Number of commercial
properties ³

33M 
Small businesses in America ⁴

\$24T

Value of U.S. Commercial
Real Estate ²

\$444B

Multifamily and Commercial
Mortgage Originations 2023 ⁵

\$260B

Commercial Insurance
2023 ²

1. 'Commercial / Multifamily Mortgage Debt Outstanding Report' Q1 2023 by the Mortgage Bankers Association.
2. <https://www.statista.com/outlook/fmo/real-estate/commercial-real-estate/united-states#value>
3. Reonomy www.reonomy.com/properties/commercial-real-estate/us/1
4. <https://advocacy.sba.gov/2023/03/07/frequently-asked-questions-about-small-business-2023/>
5. <https://www.costar.com/article/629180922/commercial-real-estate-lending-forecast-to-rebound-from-historic-lows>
6. <https://www.sba.gov/article/2023/11/21/sba-announces-biden-harris-administrations-progress-small-business-lending-end-year-capital-program>

A fragmented market ripe for transformation

Technology has radically transformed consumer finance. **Commercial real estate has been left behind.**



A market that is inefficient **by design.**

Benefiting incumbent participants to the tune of **billions** of dollars

Debt & Insurance

Tens of thousands of counterparties, **millions** of permutations

Equity

Endless preferences and structures, **tens of thousands**
of counterparties



Building infrastructure

Where the large incumbents
aren't looking.

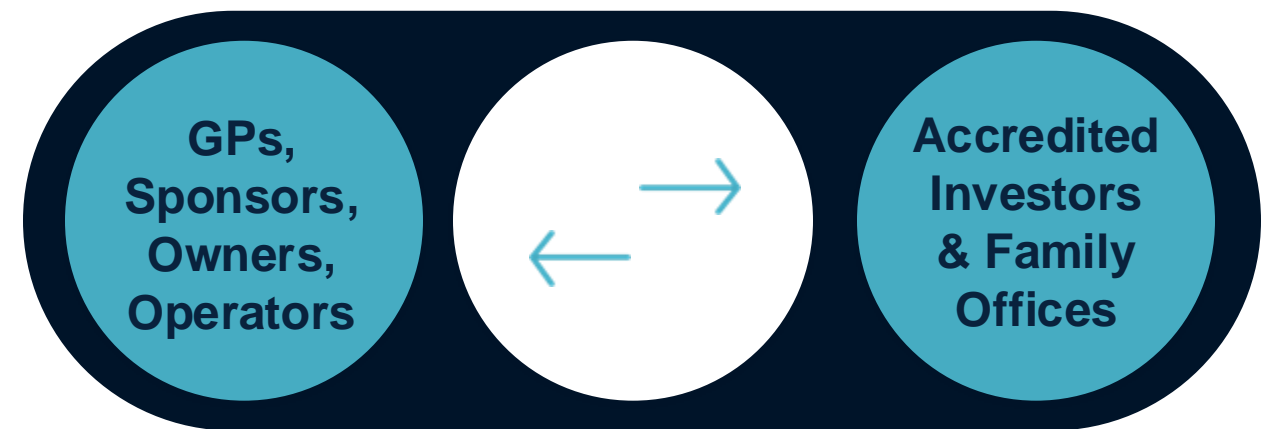
Janover is building the
technology picks and
shovels of the original picks
and shovels business

Investors sift through the rubble with Engage.



engage.janover.co

**GPs manage and
delight investors
with **Connect**.**



connect.janover.co



10%+

Of the FDIC insured banks in America.

2,500+

Lenders on the platform

35%

Of the top 100 credit unions

All providing 1st party data.

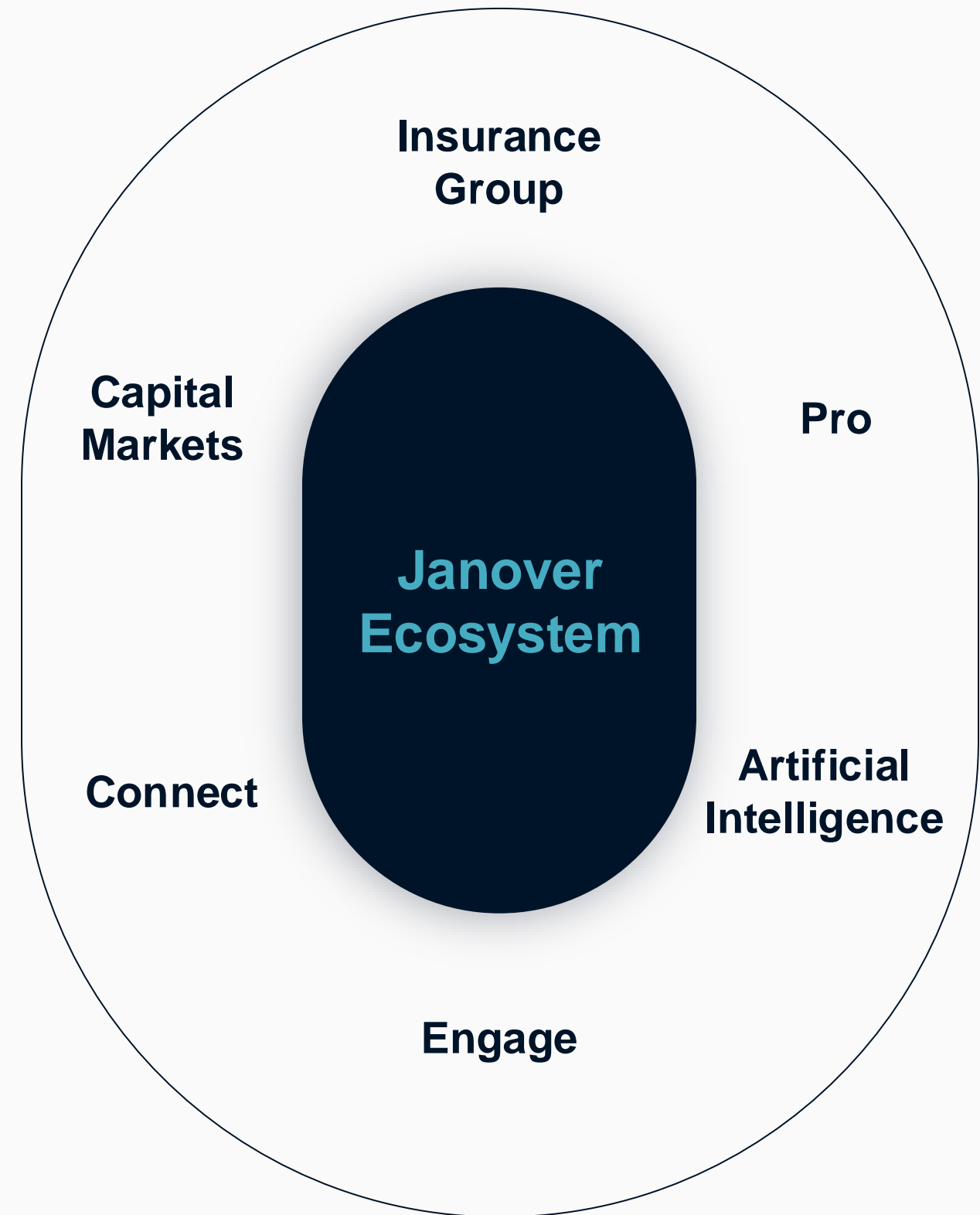
Capital markets teams – both through commercial mortgage brokerages and large sponsors – shop their deals across thousands of commercial real estate lenders through Janover Pro.

pro.janover.co

And highly specialized AI agents specializing in complex sales, service, commercial real estate and capital markets.

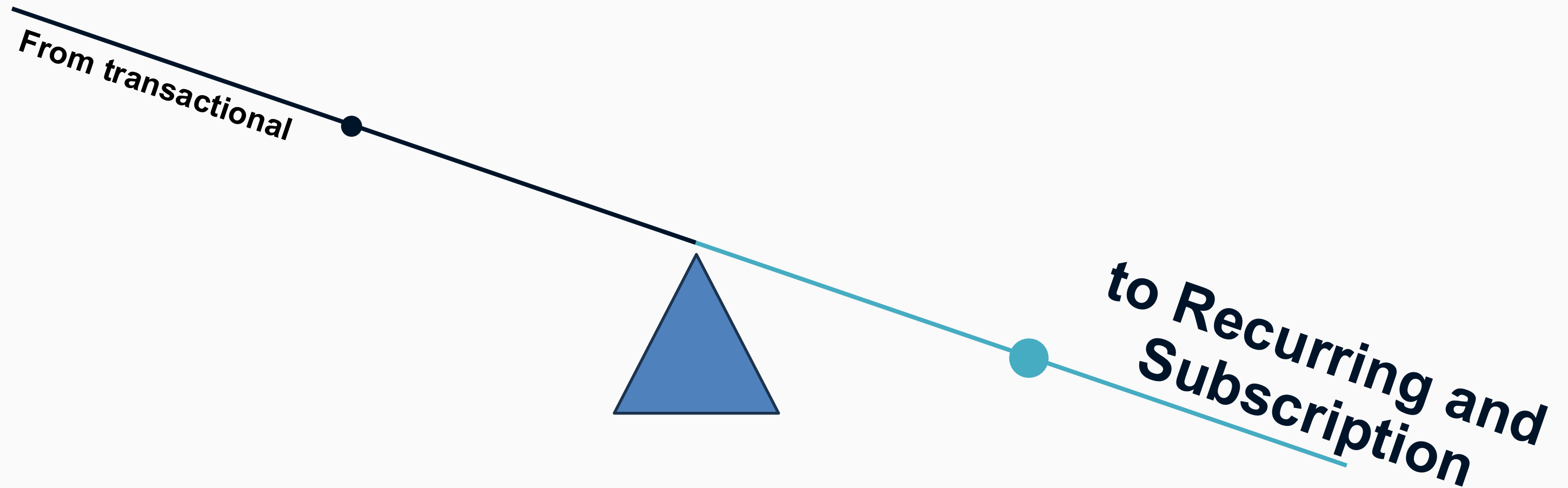
The industry's most comprehensive product suite

- ✓ **Debt:** Data as a Service, Software as a service and advisory.
- ✓ **Equity:** Data as a Service, Marketplace as a Service, Software as a Service
- ✓ Insurance Managed Marketplace
- ✓ AI as a Service



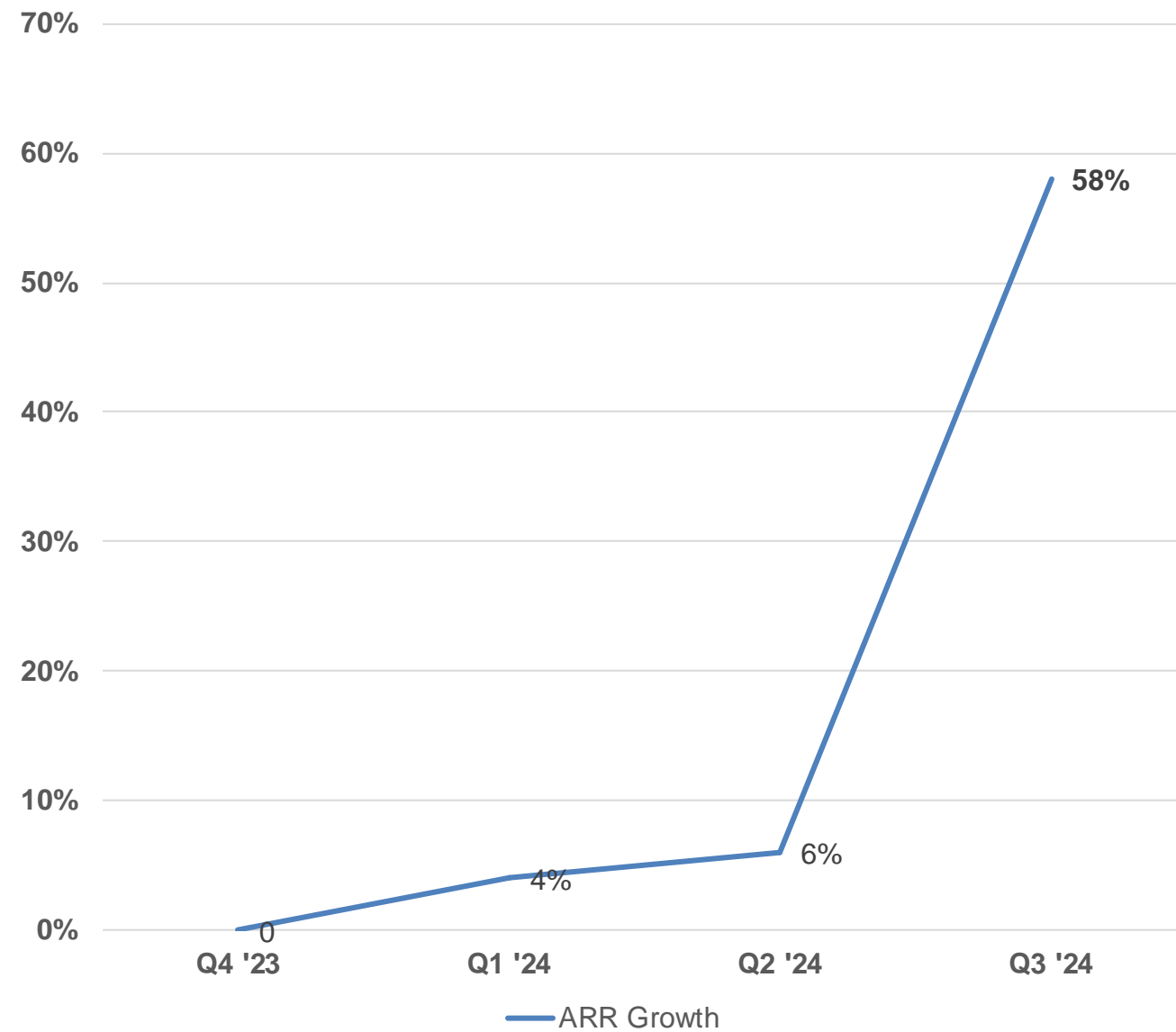
Most new software and data licensing was launched in Q3 this year.

Janover is undergoing a seismic revenue shift.



The story is in the numbers

ARR Run Rate Growth Quarter over Quarter



Net Income (loss) Improvement Quarter over Quarter



Key Statistics

JNVR

Ticker

NASDAQ

Exchange

\$0.54

Share
Price

(11/07/2024)

11.3M

Shares
Outstanding

(11/07/2024)

\$6.1M

Market
Cap

(11/07/2024)

\$2.8M

Cash and
Cash Equivalents

(9/30/2024)

\$0

Long-Term
Debt

(9/30/2024)

53%

Inside
Ownership

(11/07/2024)



0 -> 20% of 2024 revenue was generated from subscriptions



In Q3; revenue, subscription revenue, net income, cashflow, and adjusted EBITDA all grew sequentially for the second consecutive quarter.



JANOVER

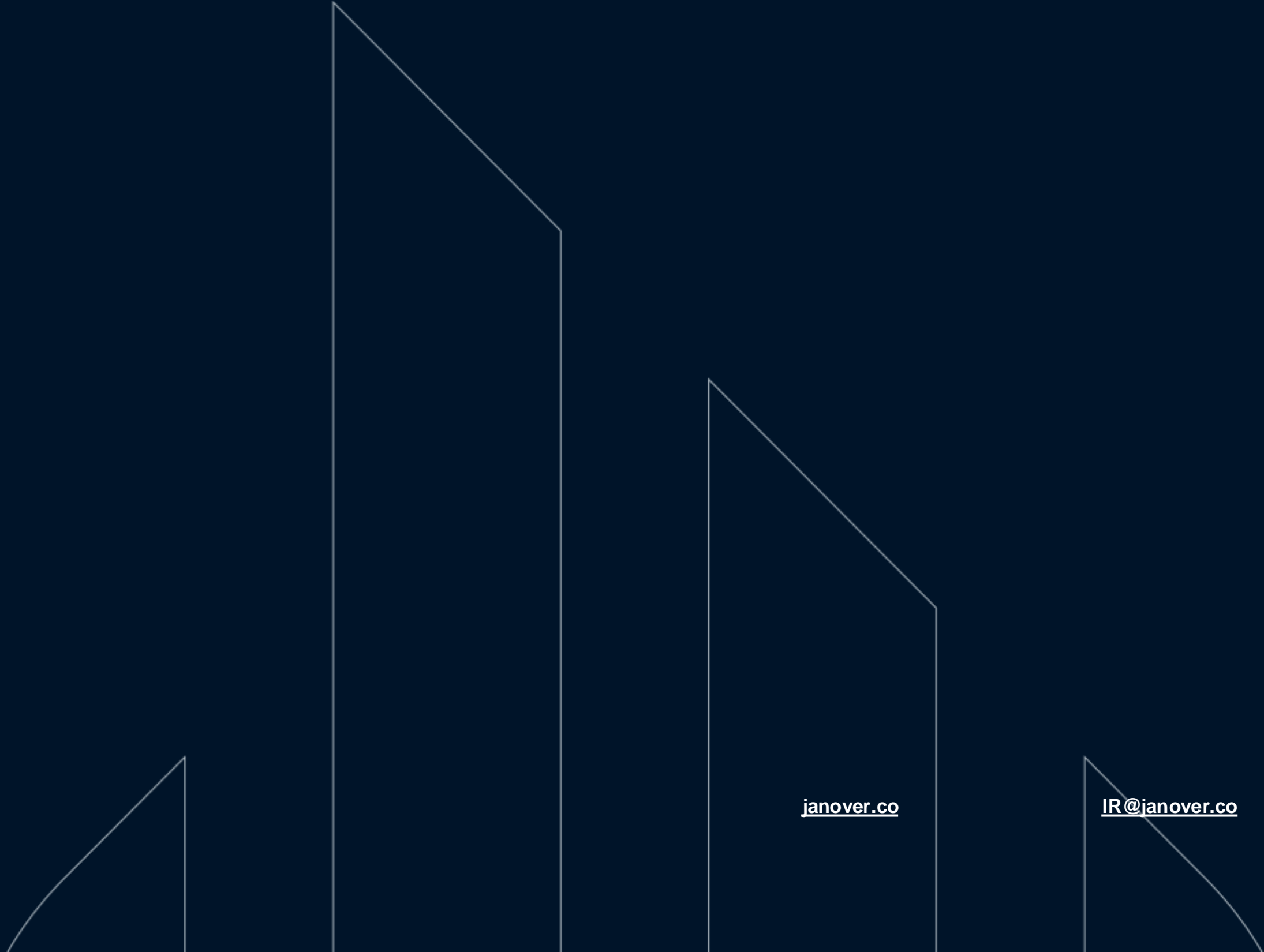
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