



Connecting the \$1T+ Commercial Real Estate Industry

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Forward-Looking Statements

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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In light of these risks, uncertainties, and assumptions, you should not place undue reliance on these forward-looking statements, which speak only as of the date of this presentation.

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**

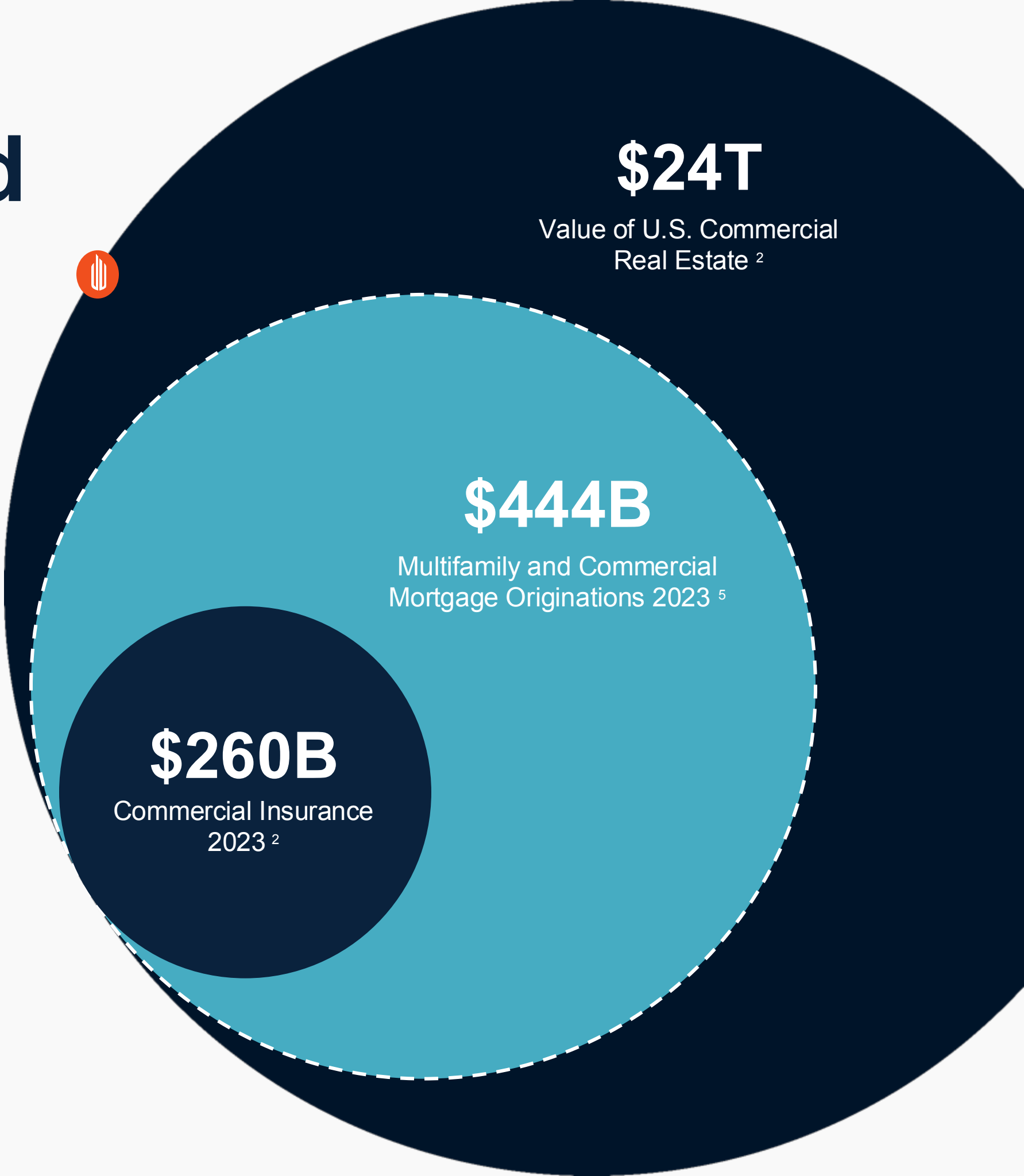
\$4.6T ↗
Commercial mortgages
outstanding ¹

\$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



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 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.

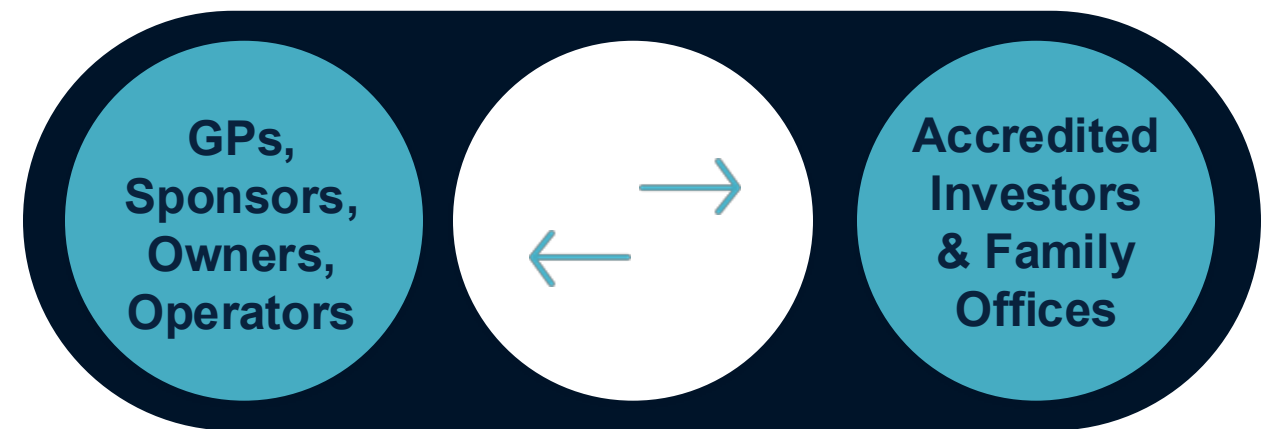
Janover is building the
technology picks and
shovels of the original picks
and shovels business

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.

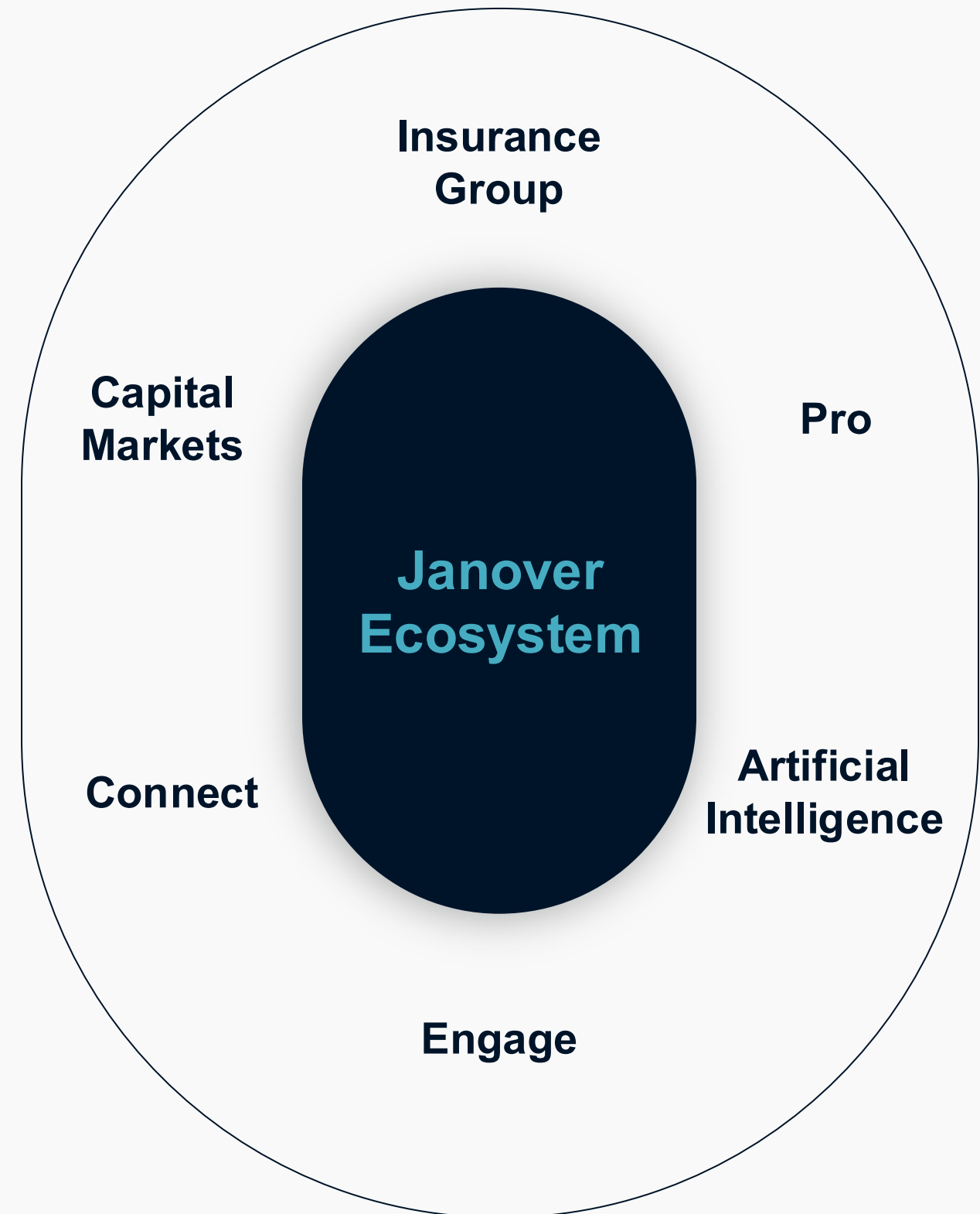
Capital markets teams – both through commercial mortgage brokerages and large sponsors – shop their deals across thousands of commercial real estate lenders through Janover Pro.

pro.janover.co

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

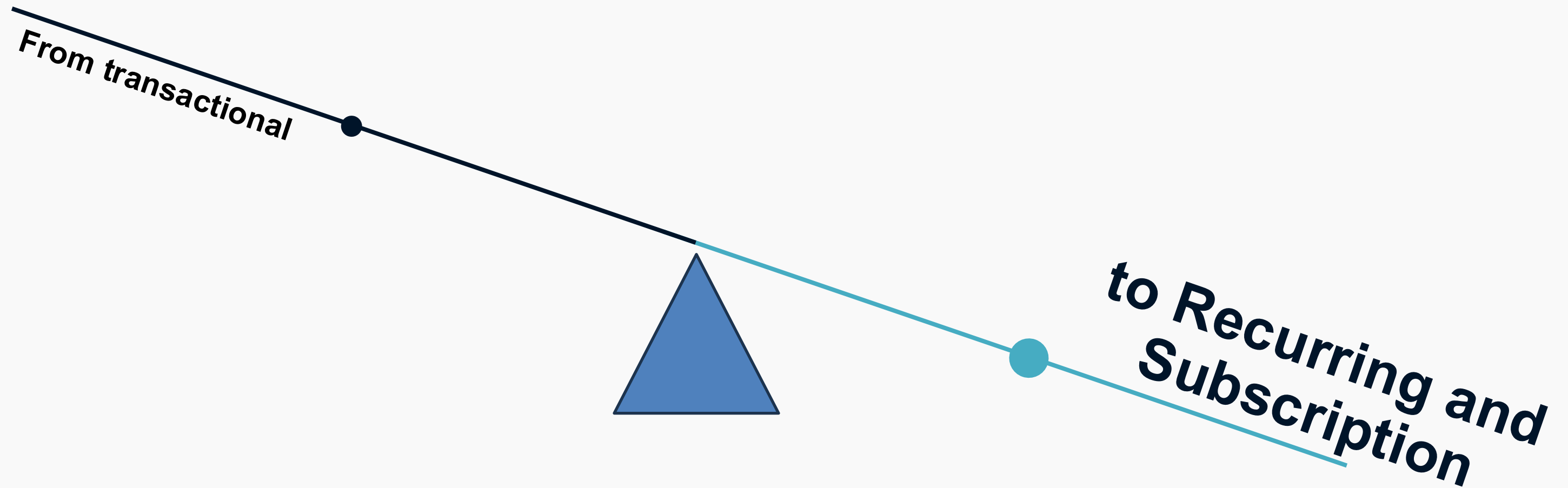
The industry's most comprehensive product suite

- ✓ **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



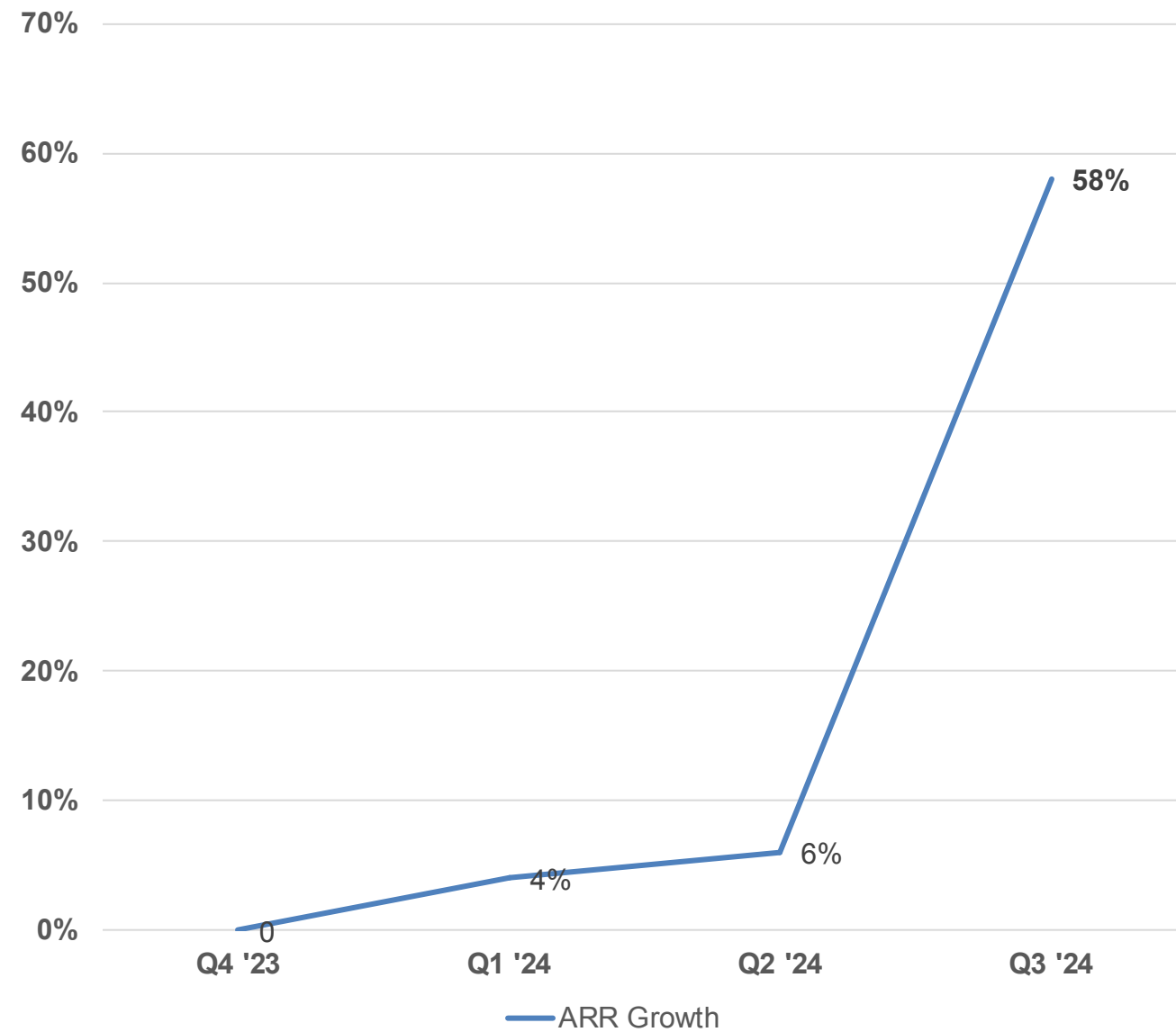
Most new software and data licensing was launched in Q3 this year.

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 -> 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.

\$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)



JANOVER

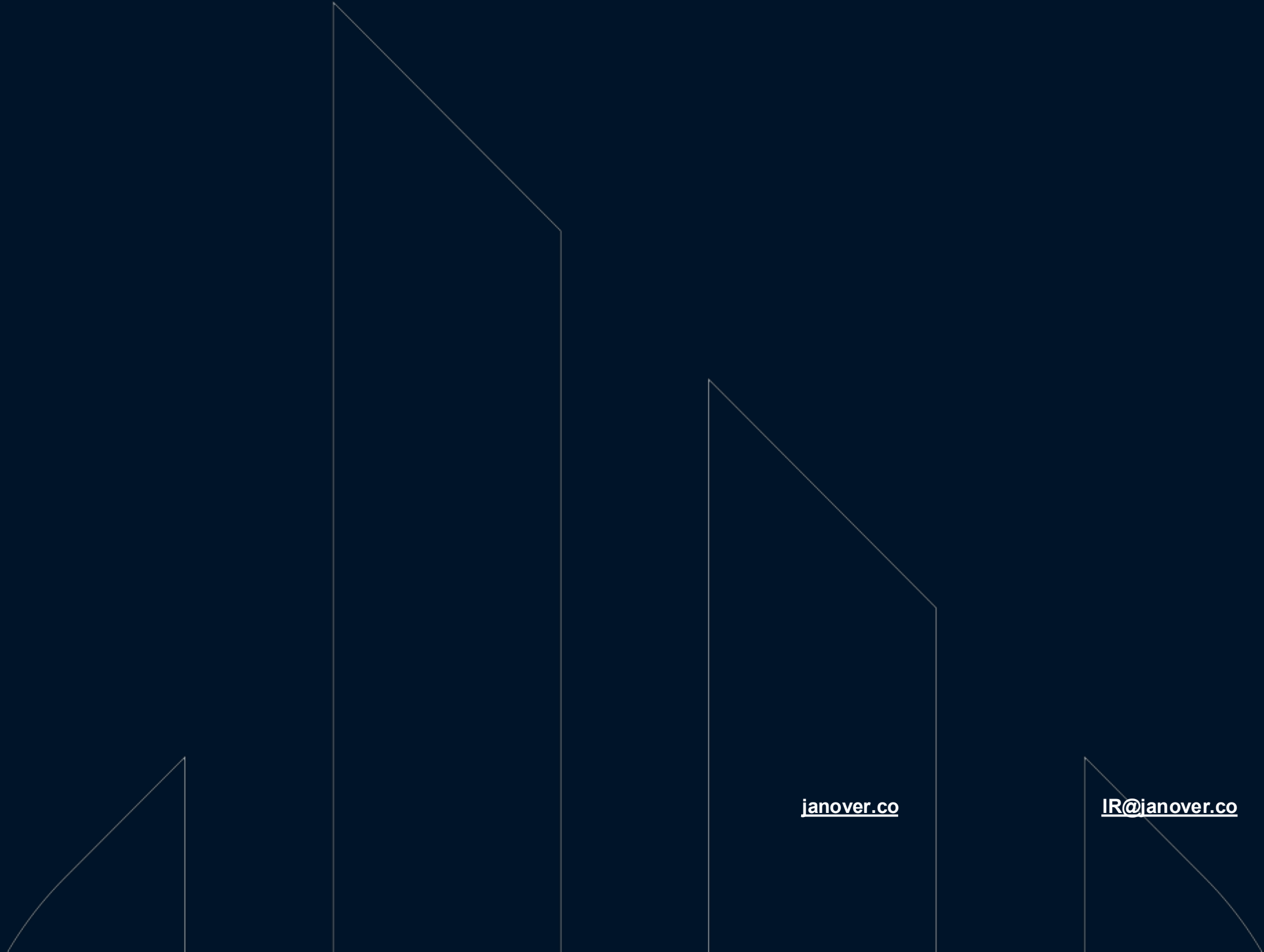
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