

Janus Electric Holdings Limited (ASX: JNS)

Investor Webinar:
Driving the
Electrification of
Heavy Road Transport

May 23, 2025



Janus Electric (JNS) Makes ASX DEBUT



Janus Electric Holdings Limited (ASX: JNS), a trailblazer in the electrification of heavy road transport in Australia, proudly announces its successful listing on the Australian Securities Exchange (ASX) on May 21, 2025. The Company raised \$8.8 million at \$0.20 per share, with shares closing at \$0.22 on the first day of trading. This achievement reflects robust support from institutional and professional investors, underscoring confidence in Janus Electric's pioneering efforts in sustainable transportation solutions.

- Proceeds will fund the scaling of our established Truck Conversion operations and our innovative **Battery and Energy-as-a-Service** business model, allowing Janus to capitalise on growing industry interest and momentum.
- Capital runway to accelerate delivery of existing 142 signed truck conversions, including tier-one customers such as Cement Australia* and Qube (**QUB: ASX**).
- Strong revenue pipeline with additional truck conversions under negotiation.
- The newly appointed board and executive team are positioned to drive scalability and build a sustainable, recurring revenue business.

*Cement Australia is owned by Holcim and Heidelberg Materials Australia

Janus Purpose and Priorities

While leading the electrification of the heavy road transport sector is a significant achievement, our ambitions go well beyond that, with clear priorities already guiding our next steps...

- We aim to be a disruptive force, improving the economics and productivity of the heavy road transport industry by retrofitting existing diesel trucks and innovating through smart technology to create long-term value for the industry and our shareholders.
- We are proudly Australian-invented and manufactured swappable battery technology. We offer seamless electrification through repurposing diesel prime movers and converting them to utilise advanced charging infrastructure and smart energy management solutions.
- Janus aims to be the recognised innovator and commercialisation leader in **Truck Conversion** operations and the provider of the **Battery and Energy-as-a-Service** business model.

The immediate strategic priorities include:

- Accelerate the delivery of the contracted conversion orders
- Secure key partnerships with industry and government stakeholders to drive expansion.
- Build a robust fiscal platform and implement effective capital management for sustainable growth.
- Enhance customer engagement to reinforce Janus Electric's position as a leader in truck electrification.

Investment Highlights



Utilising Smart Industry Targeted Technology

- Unique battery-swapping solution eliminates range anxiety and greatly increases operational uptime

Proven Business case

Janus Charge & Change Station (JCCS)

- Rooftop solar supports a multitude of fleets at the Moorebank Intermodal Precinct.



Cement Australia currently have 6 Janus prime movers operating across NSW and VIC with discussions for further orders under way , validating our technology and supporting our growth.

Strong Growth Prospects

- 24 trucks successfully converted by June 2025.
- 142 contracted orders in pipeline
- Large total addressable market with a target of ~80,000 Trucks = 1% market share.

Compelling Economics

- Initial Capital Outlay is quickly recovered.
- Raw Fuel cost savings from an electric motor are compelling
- Asset extension, operating efficiencies are significant over an assets life cycle

NSW Minister for Transport, Jo Haylen, officially opened the Janus Charge & Change Station at Moorebank.

Investor Highlights

Revenue Drivers Derived from Two Key Metrics

- Our model is to earn revenues from conversion, and Battery and Energy as a Service.

Real Impact and Zero Emissions Option

- Each truck reduces CO₂ emissions by 63% and saves millions of litres of diesel annually.

Additional Highlights

- Significant noise pollution reduction
- Elimination of particulate matter and NOx emissions
- Reduced dependence on volatile imported fuels
- Supporting Australia's climate commitments

One Off
Payment

Conversion
\$175,000/truck

Recurring
Payments

Subscription Fees
Ecosystem Access
Battery Hire
Authentication Fees (Battery Swap)

Energy Usage Fees
Infrastructure Usage Fees

Key Client benefits of Adopting Janus Technology

The Janus Ecosystem - Access a ‘New Era’ of data efficiency & transparency for the industry



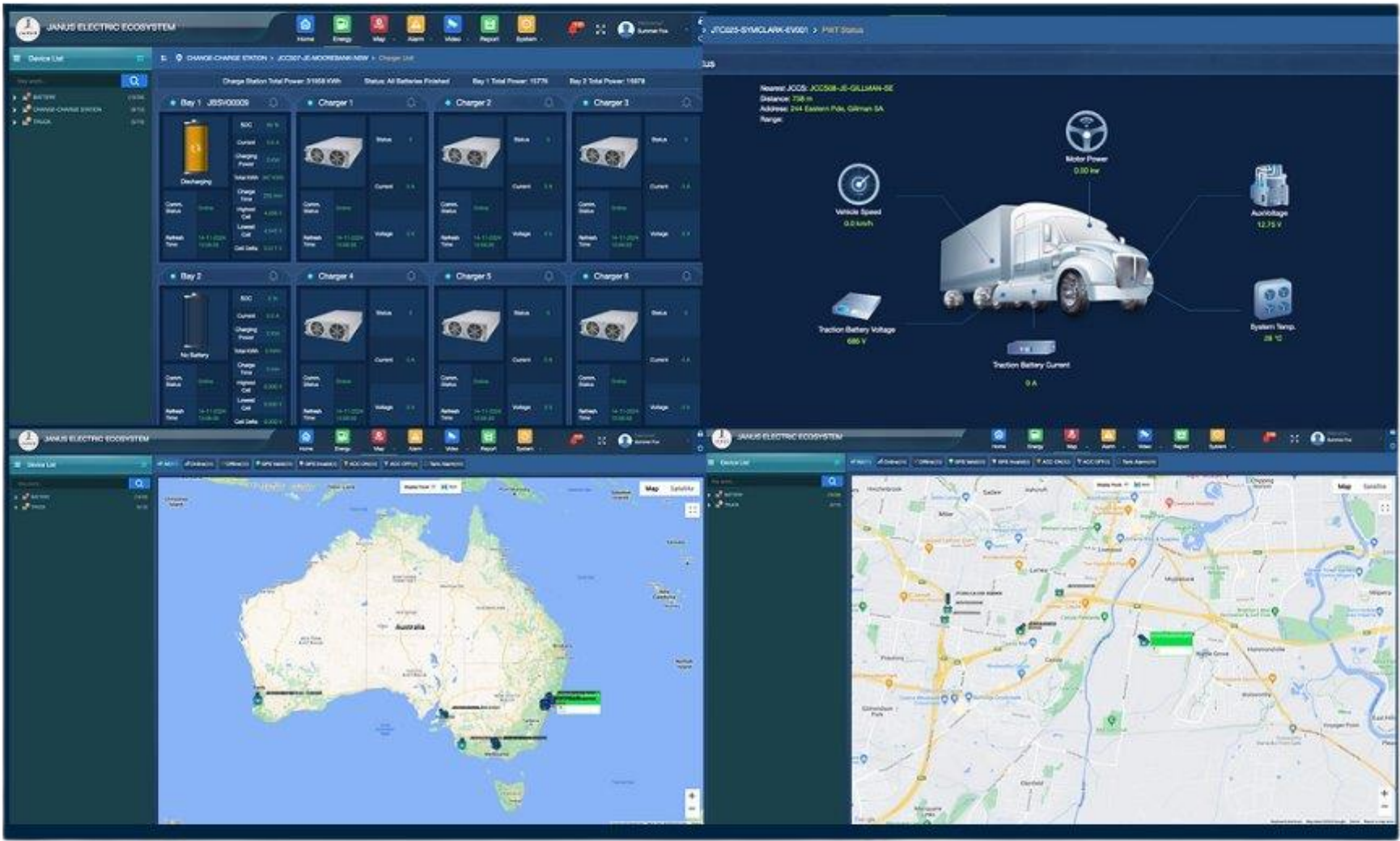
Significant operational uptime



Lower operational costs



Offers a zero-emission supply chain option



Removes the diesel supply risks and price shocks



The JCCS integrate seamlessly with Australia’s existing electrical grid.



Low CAPEX extension of asset life



Driver wellbeing benefits

Australian Heavy Road Transport Sector: A Massive Opportunity

- 124,300 registered prime mover trucks in Australia - Janus solution suits 80,000, and Janus is aiming for a 1% market share.
- Create a highly reliable zero-emissions supply chain option.
- Australia's busiest freight route - Melbourne to Sydney corridor
 - Over 4000 freight trucks per day
 - 900km distance is ideal for the battery-swap model
- Diesel engines require a capital refurbishment of 800,000 to 1,000,000km, creating a natural conversion opportunity.

124,300
(Registered Prime Movers in AU)

80,000
(with Existing 142 Orders)

~3,700 trucks/day
SYDNEY to BRISBANE

~4,000 trucks/day
MELBOURNE to SYDNEY

**Contribution of Transport Sector to
Australian GDP was \$164bn***

Pathway to Earnings

Margin Expansion Drivers

- Economies of scale in components and conversion process, alongside refinement of technology, set to improve margins
- Partnerships with government and financing institutions
- Janus's ability to be agnostic to battery chemistry and the flexibility to adopt new battery innovations.

CURRENT MARGIN STRUCTURE	
Conversion Revenue	~15% gross margin
Recurring Revenue	~50% gross margin (increasing proportion over time)

Targeting the Most Viable Segment First

CLOSED LOOP OPERATIONS

Point-to-point routes within single charge distance, typically 200km-350km round trips

35% of Australian heavy haulage market

Predictable routes enable strategic battery swap station placement which equals high utilisation of Janus infrastructure

Janus is targeting the heavy road transport sector broadly, in particular the mining sector. Delivering the **worlds largest** electric road train that can haul 240T with Qube Bulk.



Beyond Australia: Global Opportunity

Partnerships & Licensing Opportunities

While Janus Electric is focused on scaling its operations within Australia, it is also exploring international opportunities through partnerships and licensing in potential markets, including the US, New Zealand, Southeast Asia, and South Africa, where it has fielded enquiries.



California

- Focus on Los Angeles/Long Beach ports
- 26,000+ drayage trucks
- Total USA market 4 million trucks
- Strong environmental regulations
- 50M 'green bank' financing initiative



Indonesia

- Large mining industry
- Rapid urbanisation and infrastructure development
- Heavy commercial vehicles market 56.23k vehicles in 2025.



New Zealand

- Similar driving conditions to Australia
- 15,000 heavy trucks
- 84% renewable electricity
- Strong government support for electrification



South Africa

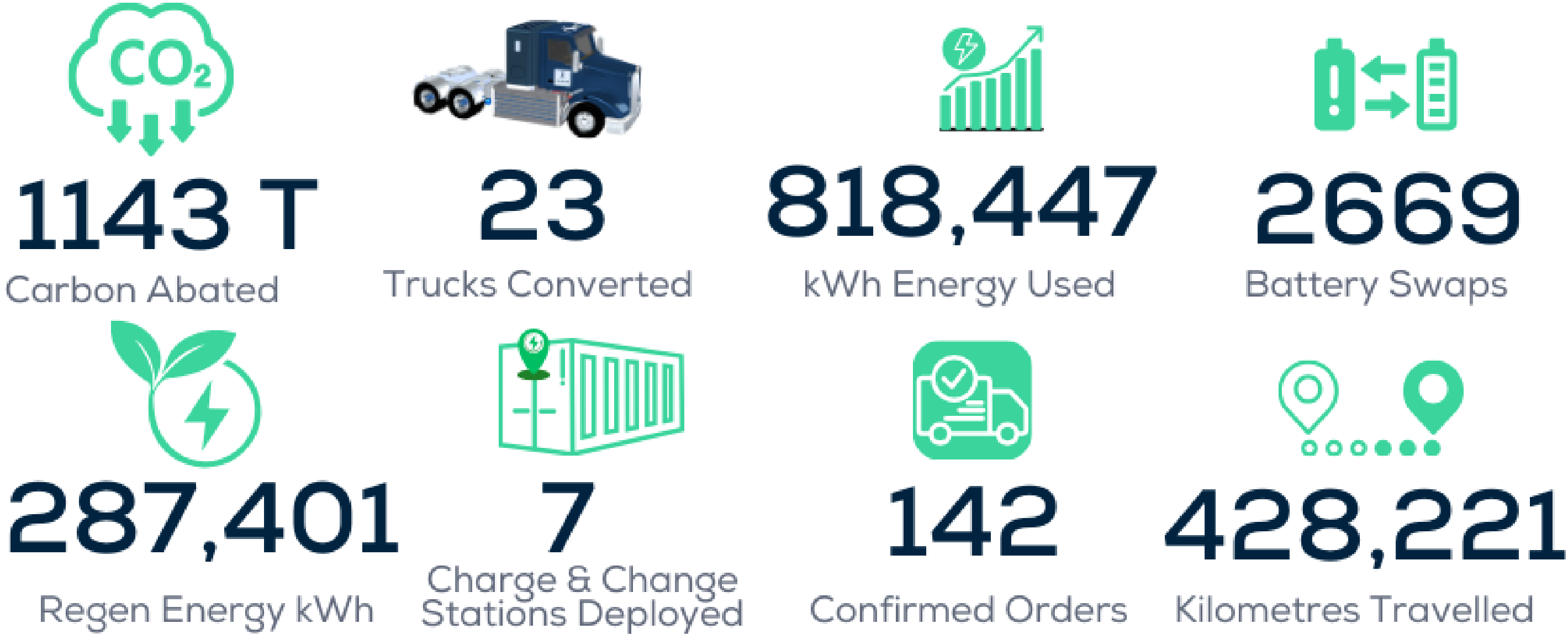
- Mining and industrial applications
- Unreliable grid makes battery swapping ideal
- 300,000+ heavy vehicles
- Significant diesel import dependency

Accelerating Conversion Output

- Janus has moved to a bigger and better facility on the NSW Central Coast.
- Plans are developing to automate and improve our manufacturing and procurement processes to scale operations.
- Implement additional dealership networks across Australia to assist in supporting, accelerating, and adopting the system.



The Janus Scorecard



Battery Swapping

The Key to Heavy Transport Electrification

The Janus Advantage

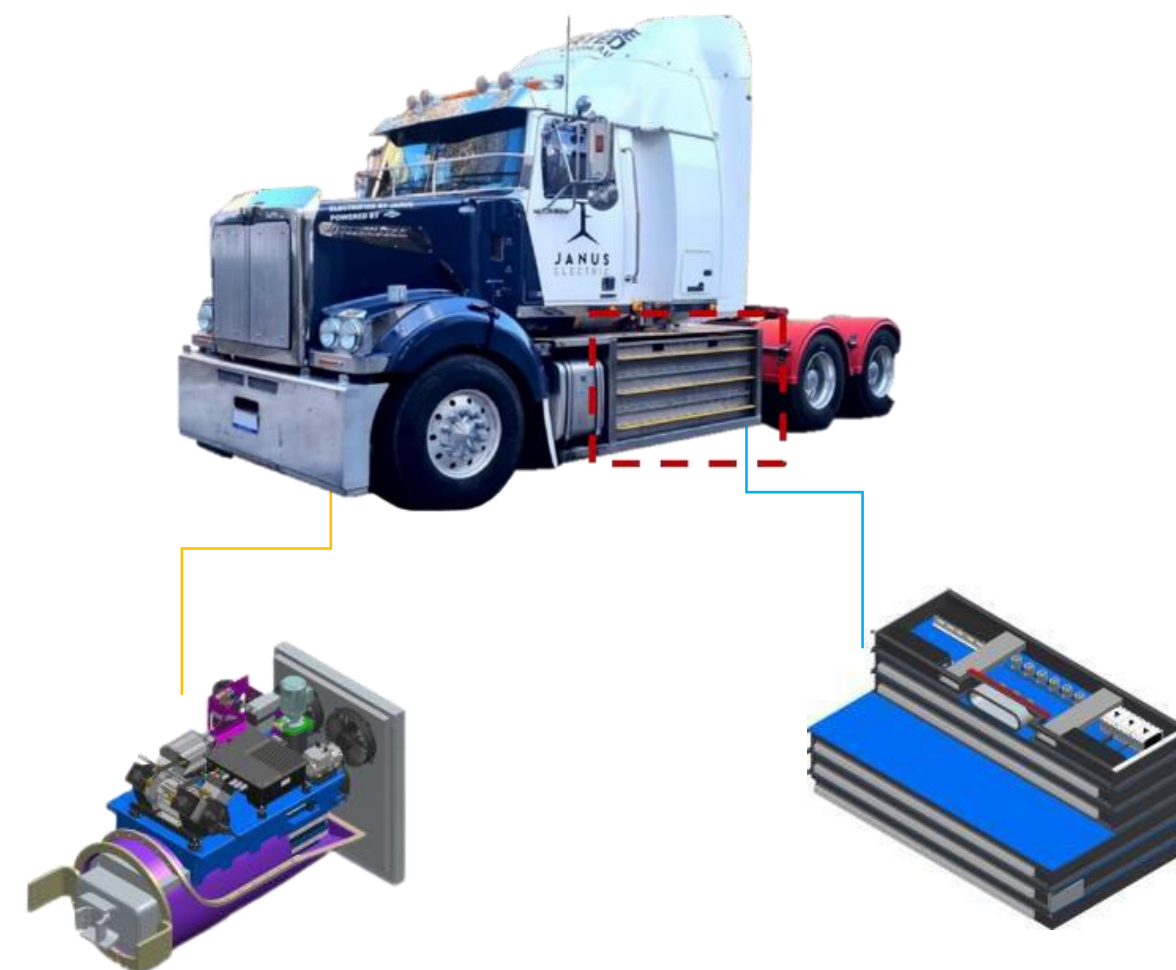
- Battery swaps completed in under 5 minutes Vs. 3 hours charging a new Electric OEM
- Eliminates range anxiety and maximises operational uptime
- Reduces upfront capital cost by separating the battery from the truck
- Enables 'Battery-as-a-Service' recurring revenue model

CATL Announcement

- Recent news with battery giant CATL announcing that '*Battery Swapping is the future of the Heavy Road Transport sector*' is a major indicator on where the industry trends are heading.

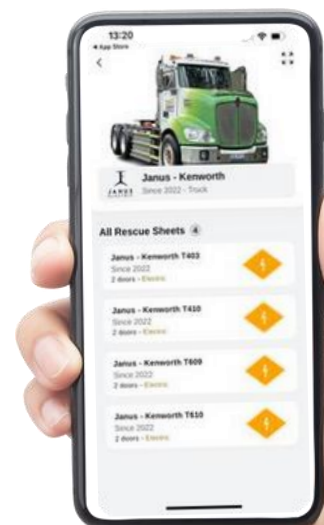
Proprietary Technology

- Patented battery swap mechanism and connection system
- Integrated software platform managing the entire Janus Ecosystem
- Real-time monitoring of battery health and performance
- Continuous improvement through data analytics



Safety & Support

- ANCAP 5 Star Safety Rated
- 24/7 Customer Service and Technical Support
- Warranty, Service & Support from Janus HQ in Australia
- Emergency Services are aligned with our systems and will be able to help whenever needed.



Leadership Team

Janus has appointed a new management team of whom bring extensive experience across finance, the trucking industry, the start up space and renewables.



Ian Campbell
Managing Director & Chief
Executive Officer



Lex Forsyth
Chief Operations Officer



Greg Watson
Chief Financial Controller



Dennis Lin
Independent Non-Executive Chair



Kristy Carr
Non-Executive Director



Tony Fay
Non-Executive Director

