

08 June 2026

Now funded and growing

Following its recent capital raise for working capital to support its growth strategy, there's now firm evidence of Janus executing its expansion plans, and gaining traction with additional orders in the US. **We delay by 6 months our S curve, lowering earnings and our valuation to A\$1.39.**

Key Messages

Now funded for growth with a fresh team to execute: JNS has replaced EVUNI's funding with a private placement (A\$4.5m), supplemented by an R&D finance facility (A\$2.75m), and R&D tax refunds (A\$1.41m). JNS also has new CFO, a GM for production/ engineering, a senior board advisor, and a new auditor.

Fundamental outlook remains intact: JNS three-horizon strategy outlines in detail the steps it will undertake over the next 3 years to reach certain targets/guidance for production, deployment/sales targets, and revenue guidance. Janus' dealer Archer Heavy is the first in their national electrification strategy for Australia. The US expansion is delivering progress with additional orders this half, secured HVIP vouchers, port incentives and MOU for battery swap/charging infrastructure.

Altering Forecasts and Valuation

Growth delayed by 6 months: Given the delay in funding and schedule for production, we have adjusted the timing of our estimated unit volumes for 2H26E onwards, resulting to lower revenue forecasts for FY26E – FY28E, although current diesel prices present upside risk to these forecasts. EBITDA is still expected to turn positive by FY27E. Our expected total trucks converted by end of 1H27E is 85.

Valuation of \$1.39. We believe a DCF is the most appropriate way to value JNS, capturing longer-term S curve adoption, using a 20% cost of equity. The downgrade in our forecasts resulted to a -20.2% reduction to our valuation estimate, now at A\$1.39/share. At current share price, JNS is trading at 0.6x FY27 EV/revenues, 21.1x FY27 EV/EBITDA and 28.8x FY27 PE.

Investment Thesis

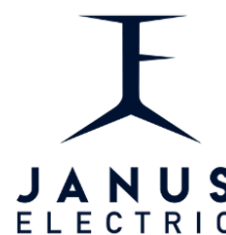
The appeal of electric is growing with rising oil prices: Electric trucks are cheaper to run, have reduced maintenance, better performance and are quieter than diesel.

Rapid global expansion: JNS uses a dealership model with partners in US, Canada, Australia and Africa. Dealers install JNS conversion kits in their markets, enabling JNS to capture the demand for electrification of the road transport sector globally.

Catalysts and Risks

Key catalysts include the delivery of firm orders and new order contracts.

Risk to investment thesis: Scaling execution risk and competition from OEMs and other battery-swap technology providers. Refer page 9 for our SWOT analysis and page 12 for more risks.



Janus Electric is an Australian innovator in heavy vehicle electrification, offering a turnkey solution through its patented battery swap platform, truck conversion kits, charging infrastructure, and integrated fleet management software. Its Central Coast-based production facility underpins its national & international deployment strategy.

www.januselectric.com.au/

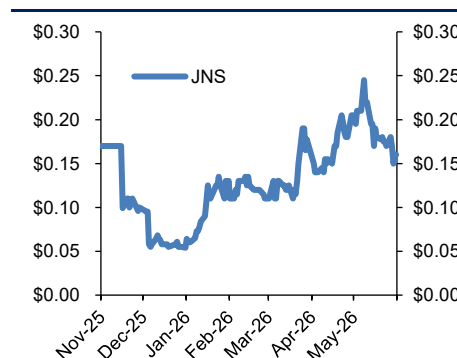
Key Data

Valuation (A\$)	\$1.39
Current Price (A\$)	\$0.16
Market Cap (A\$)	\$23.2m
30 Day Average Turnover	\$99,179

Trim Capital forecasts

FY Year End	25A	26E	27E	28E
Adj NPAT (m)	-7.0	-6.3	0.8	11.9
EPS adj (c)	-11.9	-5.1	0.6	8.3
EPS gwth (%)	1.0	-0.6	-1.1	13.9
PE adj (x)	-1.3	-3.1	28.8	1.9
DPS (c)	0.0	0.0	0.0	0.0
Div yld (%)	0.0	0.0	0.0	0.0
ROE (%)	1,336	-140	24	134
PB (x)	3.3	7.0	6.8	1.6

12- Month Share Price Performance



Source: LSEG

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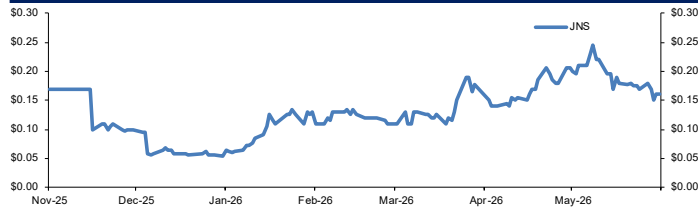
Financial Summary

JANUS ELECTRIC HOLDINGS LIMITED

JNS-AX

Year end 30 June, A\$

12-MONTH SHARE PRICE PERFORMANCE



MARKET DATA

Price	A\$	\$0.16
DCF Valuation	A\$	\$1.39
52 week low - high	A\$	0.05 - 0.26
Market capitalisation	A\$m	23.2
Shares on issue (basic)	m	144.8
Options (currently antidilutive)	m	0
Other equity	m	0.4
Shares on issue (fully diluted)	m	145.2

PROFIT AND LOSS

		FY24A	FY25A	FY26E	FY27E	FY28E
Revenue	A\$m	3.0	1.7	3.9	52.8	296.2
COGS	A\$m	-1.8	-1.4	-2.8	-40.6	-228.7
Gross profit	A\$m	1.2	0.3	1.2	12.2	67.5
Cash expenses	A\$m	-5.4	-7.2	-9.0	-11.8	-51.4
Other Income	A\$m	1.8	1.4	1.5	1.1	1.1
EBITDA	A\$m	-2.5	-5.4	-6.4	1.5	17.2
Depreciation and amortisation	A\$m	-0.6	-0.4	-0.5	-0.6	-0.8
EBIT	A\$m	-3.0	-5.9	-6.9	0.9	16.4
Finance costs	A\$m	-0.6	-2.9	-0.8	-0.8	-0.8
Profit before income tax	A\$m	-3.7	-8.7	-7.7	0.1	15.6
Income tax expense	A\$m	0.2	0.1	0.7	0.0	-4.7
Reported NPAT	A\$m	-3.5	-8.6	-7.0	0.1	10.9
Cash NPAT	A\$m	-2.9	-7.0	-6.3	0.8	11.9

INVESTMENT FUNDAMENTALS

		FY24A	FY25A	FY26E	FY27E	FY28E
EPS - diluted reported	cps	-7.0	-14.6	-5.6	0.1	7.6
EPS - diluted cash	cps	-5.8	-11.9	-5.1	0.6	8.3
EPS growth	%	-0.8	1.0	-0.6	-1.1	13.9
PE	x	-2.8	-1.3	-3.1	28.8	1.9
DPS	cps	0.0	0.0	0.0	0.0	0.0
Franking	%	n.a.	n.a.	n.a.	n.a.	n.a.
Dividend yield	%	0%	0%	0%	0%	0%
Payout ratio	%	0%	0%	0%	0%	0%

Operating cash flow per share	cps	0.0	-0.1	-0.1	0.0	0.1
Free cash flow to equity per share	cps	0.0	-0.2	-0.1	0.0	0.2
FCF yield	%	-0.1	-1.0	-0.4	0.3	1.3
Enterprise value	\$m	27.6	20.9	26.6	31.6	40.2
EV/Total Revenue	x	9.2	12.3	6.7	0.6	0.1
EV/EBITDA	x	-11.2	-3.9	-4.2	21.1	2.3
EV/EBIT	x	-9.1	-3.6	-3.9	34.8	2.5
NAV per share	A\$	-0.1	0.0	0.0	0.0	0.1
Price / NAV	x	-1.2	3.3	7.0	6.8	1.6
NTA per share	A\$	-0.1	0.0	0.0	0.0	0.1
Price / NTA	x	-1.2	3.3	7.1	6.9	1.6

Weighted average diluted shares

		FY24A	FY25A	FY26E	FY27E	FY28E
Weighted average diluted shares	m	50.0	58.8	123.7	143.9	143.9

BALANCE SHEET

		FY24A	FY25A	FY26E	FY27E	FY28E
Cash and cash equivalents	A\$m	0.0	4.0	1.0	7.1	28.4
Receivables	A\$m	1.9	1.0	1.0	2.8	17.1
Property, plant and equipment	A\$m	1.5	1.1	2.1	3.1	9.9
Right of use assets	A\$m	0.1	2.3	2.0	1.8	1.6
Goodwill and other intangibles	A\$m	0.0	0.1	0.1	0.0	0.0
Other assets	A\$m	0.5	5.5	10.4	29.3	105.3
Total Assets	A\$m	4.0	14.0	16.7	44.1	162.3
Trade and other liabilities	A\$m	6.0	2.8	3.3	11.3	31.8
Borrowings	A\$m	4.5	0.4	2.1	13.1	43.1
Other liabilities	A\$m	0.4	5.1	8.0	16.4	73.2
Total Liabilities	A\$m	10.8	8.3	13.4	40.7	148.0
Net assets	A\$m	-6.8	5.7	3.3	3.4	14.3
Net tangible assets	A\$m	-6.8	5.7	3.2	3.3	14.3
Invested capital	A\$m	-2.3	3.5	6.7	11.8	31.4
Tangible invested capital	A\$m	-2.3	3.4	6.7	11.8	31.3

KEY RATIOS

		FY24A	FY25A	FY26E	FY27E	FY28E
NTA/Net Receivables	%	-349%	574%	325%	119%	84%
Revenue growth rate	%	108%	-43%	132%	1238%	461%
EBITDA margin	%	-82%	-319%	-161%	3%	6%
Cash NPAT margin	%	-97%	-410%	-160%	2%	4%
ROE - reported	%	74%	1645%	-154%	2%	123%
ROE - cash	%	62%	1336%	-140%	24%	134%
Net debt	A\$m	4.5	-2.2	3.4	8.4	17.0
Interest cover	x	-5.0	-2.1	-8.9	1.2	21.0
Gearing (net debt / EBITDA)	x	-1.8	0.4	-0.5	5.6	1.0
Leverage (net debt / invested capit	x	-1.9	-0.6	0.5	0.7	0.5

DUPONT ANALYSIS

		FY24A	FY25A	FY26E	FY27E	FY28E
Net Profit Margin	%	n.a.	n.a.	n.a.	n.a.	n.a.
Asset Turnover	x	0.0	0.0	0.0	n.a.	n.a.
Return on Assets	%	-5.8	-5.3	-2.1	n.a.	n.a.
Financial Leverage	x	-0.2	-3.2	0.7	1.7	2.5
Return on Equity	%	1.0	17.2	-1.5	0.0	1.2

HALF YEARLY DATA

		1H25A	2H25A	1H26A	2H26E	1H27E
Revenue	A\$m	0.9	0.4	1.2	3.0	18.6
EBITDA	A\$m	-2.3	-3.5	-4.3	-2.1	0.6
EBIT	A\$m	-2.5	-3.8	-4.5	-2.4	0.3
Reported NPAT	A\$m	-3.4	-5.6	-4.9	-2.1	-0.1
Cash NPAT	A\$m	-3.2	-4.3	-4.6	-1.7	0.3
EPS - diluted cash	cps	-0.1	-0.1	0.0	0.0	0.0
EPS - diluted reported	cps	-0.1	-0.1	0.0	0.0	0.0
DPS	cps	0.0	0.0	0.0	0.0	0.0

Unit Volumes

		FY24A	FY25A	FY26E	FY27E	FY28E
Truck Conversions (JCM)	#	12	4	3	20	24
Conversion Kits (JCM)	#	0	1	6	130	828
Charge Stations (JCCS)	#	2	1	1	21	86
Side Battery (JSB)	#	0	0	118	456	1704
Converted Truck Fleet	#	17	19	28	178	1030

Contributed equity	A\$m	10.5	30.6	35.1	35.1	35.1
Treasury shares	A\$m	0.0	0.0	0.0	0.0	0.0
Reserves	A\$m	-2.2	0.3	0.4	0.4	0.4
Retained earnings/accumulated loss	A\$m	-15.1	-25.2	-32.2	-32.1	-21.2
Non-controlling interests	A\$m	0.0	0.0	0.0	0.0	0.0
Total equity	A\$m	-6.8	5.7	3.3	3.4	14.3

		FY24A	FY25A	FY26E	FY27E	FY28E
Basic shares on issue	m	50.0	117.0	143.5	143.5	143.5

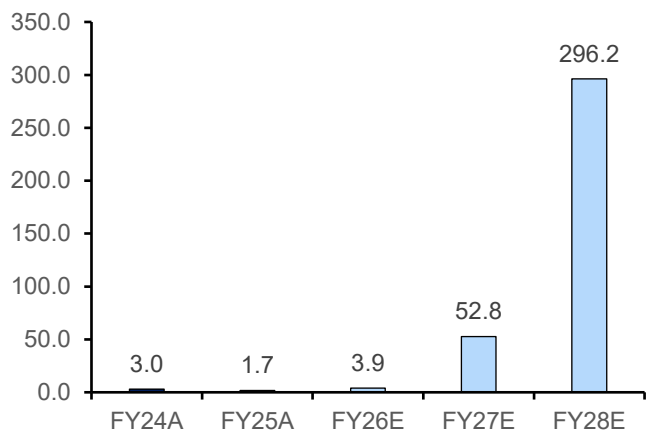
CASH FLOW

		FY24A	FY25A	FY26E	FY27E	FY28E
Operating						
Net operating cashflow	A\$m	0.4	-6.6	-8.8	-2.5	7.3
Investment						
Capital expenditure	A\$m	-1.0	0.0	-1.2	-1.3	-7.4
Acquisitions and divestments	A\$m	0.0	0.1	0.0	0.0	0.0
Net investment cashflow	A\$m	-1.0	0.0	-1.2	-1.3	-7.4
Financing						
Equity	A\$m	0.0	13.6	4.5	0.0	0.0
Debt	A\$m	0.1	-2.7	2.6	11.0	30.0
Leases	A\$m	-0.1	-0.3	-0.1	-0.1	-0.1
Net financing cashflow	A\$m	-0.1	10.6	7.0	10.9	29.9
Net cash flow	A\$m	-0.6	4.1	-3.0	7.0	29.8
Free cash flow to equity	A\$m	-0.6	-9.6	-7.5	7.0	29.8

Source: Janus Electric Holdings Limited reports, Trim Capital estimates

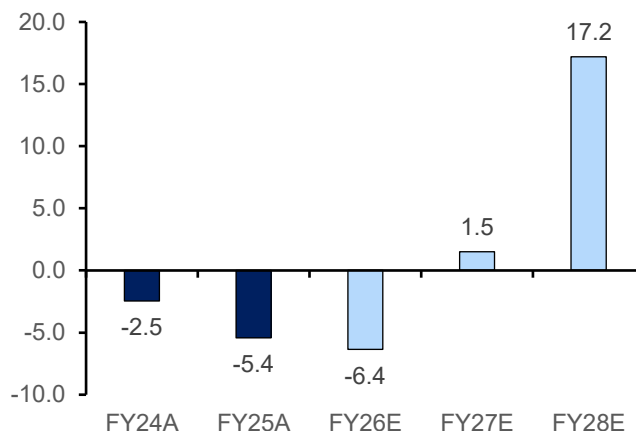
Key Charts

Figure 1: Revenue A\$_m



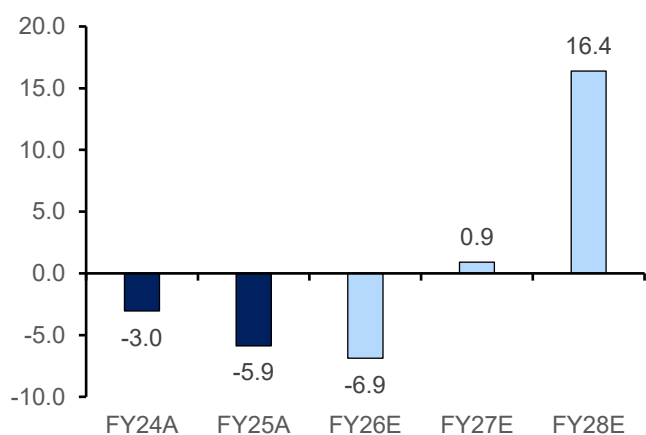
Source: Company reports, Trim Capital estimates

Figure 2: EBITDA A\$_m



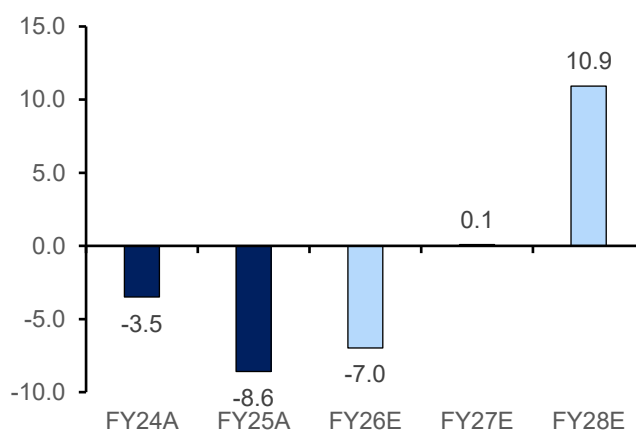
Source: Company reports, Trim Capital estimates

Figure 3: EBIT A\$_m



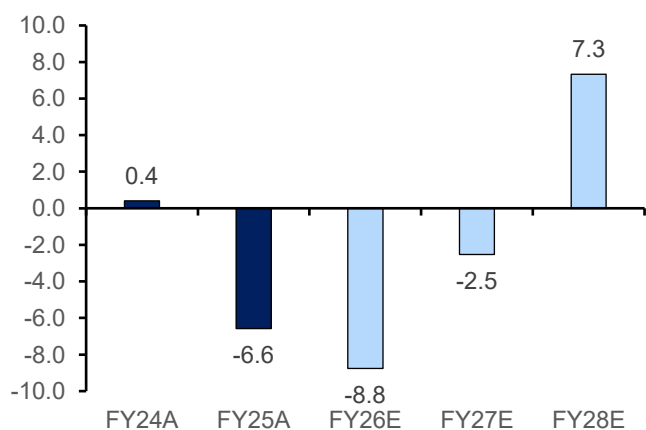
Source: Company reports, Trim Capital estimates

Figure 4: Reported Profit A\$_m



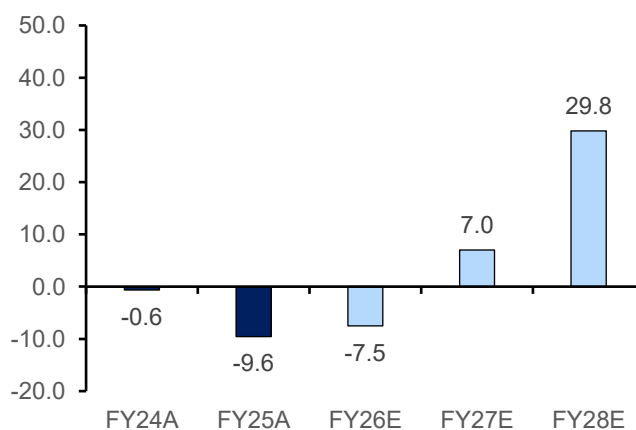
Source: Company reports, Trim Capital estimates

Figure 5: Operating Cashflow A\$_m



Source: Company reports, Trim Capital estimates

Figure 6: Free cash flow to equity A\$_m



Source: Company reports, Trim Capital estimates

What's changed

US expansion gaining speed

The US expansion is proceeding well after securing California HVIP vouchers (\$112,000 each) and Port of Los Angeles "Plus" grants of \$54,000 per truck for two US truck conversions, reducing the net cost of conversion to near zero, which has been followed up with a subsequent order for a further two US truck conversions. Just like the moon landing, this initial first small order is a giant leap as it confirms the eligibility of Janus' technology under the California's decarbonisation incentive programs and has led to subsequent orders, which we expect to accelerate through FY27 and FY28 as word-of-mouth spreads of its offering. JNS continues to apply for the inclusion of additional vehicle models and OEM platforms under HVIP to broaden eligibility across California fleets.

The new Electrovaya batteries are expected to ship to California in July/August 2026, which should create additional publicity and attention in the US market, provide additional comfort to owners converting their trucks, and in turn lead to further orders. Janus are also complementing their growth strategy through an MOU with Energy One Solutions International for the development/deployment of Advanced Virtual Power Plant (AVPP)-integrated battery swap and charging infrastructure for Class 8 freight across North American corridors, and the Greenlane Partnership for the rollout of Janus Electric charging infrastructure at the Colton logistics precinct.

At the end of April 2026, JNS' converted trucks on the road total 28, implying that around 3 trucks so far have been converted in 2H26E: one by Archer Heavy in Adelaide, and two in California. We anticipate that with the order for an additional two trucks in California, JNS could deliver as many as 6 truck conversions in 2H26, although some of these could slip into early FY27 to coincide with Electrovaya battery deliveries. The delay in its capital raising appears to have acted as a break on Janus' operations, and the actions to improve its working capital position should support its planned expansion.

Strengthening capital and liquidity

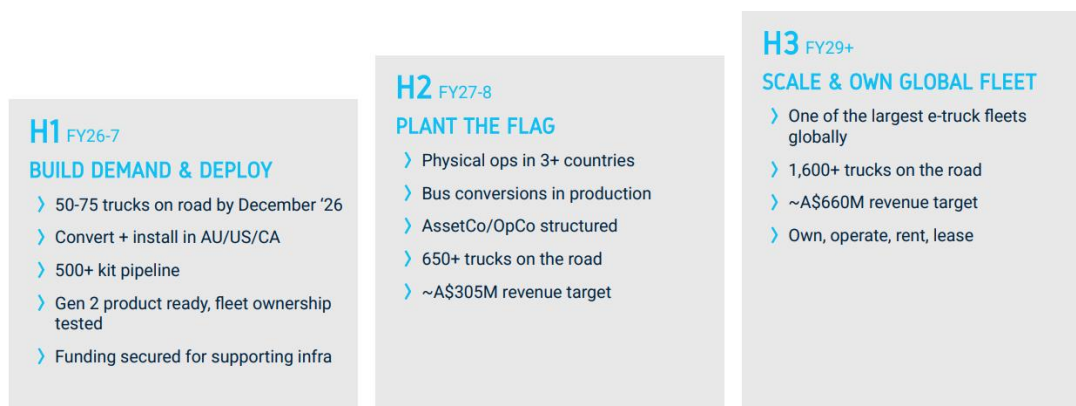
Janus has moved to strengthen its capital and liquidity position, undertaking several initiatives to tap various funding sources:

- **Private placement:** JNS has received firm commitments for A\$4.5m private placement consisting of 26.45m ordinary shares at A\$0.17/share to new and existing institutional investors, family offices, high-net-worth investors, and sophisticated and professional investors in Australia, New Zealand, Hong Kong and Singapore. Proceeds will be used to fund their expansion initiatives (activating battery supply, funding inventory for existing trucks in production and conversion kit manufacturing, building sales capability, progressing certification of Janus Charge & Change Stations and batteries in the US and Canada).
- **EVUNI share placement terminated:** EVUNI did not meet the agreed timeframe (by end of March 2026), and has now been replaced by the above private placement. The agreement was supposed to provide A\$5m in funding for JNS. All agreements with EVUNI (including the distribution and licensing) are now ineffective and JNS is actively engaging with alternative partners in South Africa and other jurisdictions.
- **Corporate advisory services:** On 2 April 2026, JNS engaged Lynx Advisors (12-month term) and Spark Plus (6-month term) to help in capital strategy, roadshows, and investor engagements across Australia, Asia, and Middle East. Their services will be paid through the issuance of options (1.5m for Lynx with 2-3 year expiry) and ordinary shares (\$50k worth).
- **R&D tax refund:** By mid-March 2026, JNS received A\$1.4m from the ATO for their FY25 R&D Tax Incentive refund. This will likely be recognised as other income in 2H26 and provided JNS with much needed capital to progress technology development, commercialisation initiatives, and operational rollout across Australia and globally.
- **R&D facility:** At the start of March 2026, JNS entered into a A\$2.75m R&D finance facility with Rockford RDF Pty Ltd, providing them access to non-dilutive capital to support ongoing R&D activities. With an interest rate of 17% p.a. and maximum term of 422 days, the funding amount is based on eligible R&D expenditures and repaid from JNS' R&D tax incentive refunds that will be received from the ATO. JNS drew down 100% of the facility and used ~A\$1.093m to pay down the outstanding debt with Rocking Horse Capital.

Fundamental outlook remains intact

In its 20 April presentation, JNS unveiled their three-horizon strategy, which outlines in detail the steps they will undertake over the next 3 years to reach certain targets/guidance for production, deployment/sales targets, and revenue guidance.

Figure 8: JNS' Three Horizon Strategy



Source: Company Presentation

JNS has since announced the rollout of their national electrification strategy, starting with a partnership with Archer Heavy Equipment, who will serve as JNS' dealer-led conversion centre in South Australia. Initial capacity at the Archer facility is expected to reach ~50 truck conversions in the first year, with plans to scale to 150-200 conversions annually as demand builds. This complements Janus' existing HQ operations in Fountaindale, NSW, and expanding national capacity to convert diesel trucks to electric drivetrains at scale. JNS is currently in discussions with partners across Victoria, Queensland and Western Australia, with additional dealership agreements expected before year-end.

Janus' 20 April presentation also highlighted their future funding requirements, showing that management is on top of their capital requirements and the most appropriate options for funding these requirements.

Figure 7: Potential capital requirements by horizon

HORIZON	PERIOD	A\$M	USE OF FUNDS	STRUCTURE
H1	FY26-27	A\$8-12M	Production scale, AU/US/CDN market entry, Gen 2 deployment, working capital	Equity raise (~\$3-5M) + debt
H2	FY27-28	A\$30-50M	Physical ops in 3+ markets, AssetCo infrastructure partner, C&C rollout, FleetCo seeding	Asset finance + debt + JV
H3	FY29+	A\$100-A\$125M	Global fleet ownership, infrastructure buildout, data & digital, fleet acquisitions	Asset-backed + project finance

Total 3-horizon capital requirement: A\$138-187M · Target: capital-light OpCo model with AssetCo funded by infrastructure partners

Source: Company Presentation

Restructuring for growth underway

Since our previous report issued two months ago (on 6 March 2026), there had been a series of corporate restructuring moves:

- **New leadership appointments:** Following the appointment of Ben Hutt as new CEO back in December 2025, Janus has recently appointed:
 - **Ton van Hoof** (previously CFO for A2B Australia Ltd) as Chief Financial Officer (CFO),
 - **Simon Fitzgerald** (previously Head of Engineering at Custom Denning) as General Manager for Production & Engineering, and
 - **Michael Cummings** (various board/chair roles across energy networks, airports and cleantech) as Senior Advisor to the Board.
- **Auditor change:** In.Corp Audit & Assurance Pty Ltd has been appointed as new auditor, replacing Grant Thornton Audit Pty Ltd, following the audit SNAFU in late 2025 which led to the company being suspended from quotation from 1 October through to 20 November.
- **Accounting restatements:** Following the appointment of Janus' new CFO and auditor change, the company has taken the opportunity restate YTD 1H26 figures in their quarterly reports (Appendix 4C). The reclassifications are presentational only and have no impact on JNS' reported cash position as of 31 December 2025. The restatement in the quarterly cashflows could foreshadow some restatement in its accounts at the full year.

Forecast changes

Given the delay in funding and schedule for production/rollout, we have pushed out the timing of our estimated unit volumes by a half from 2H26E onwards, resulting to lower revenue forecasts for FY26E – FY28E. Despite this, EBITDA is still expected to turn positive by FY27E. Note that our expected total trucks converted by end of 1H27E or 31 December 2026 stands at 70, which is just slightly lower than company guidance of 78. We believe that current diesel prices present upside risk to these forecasts, encouraging truck operators to convert their engines to electric.

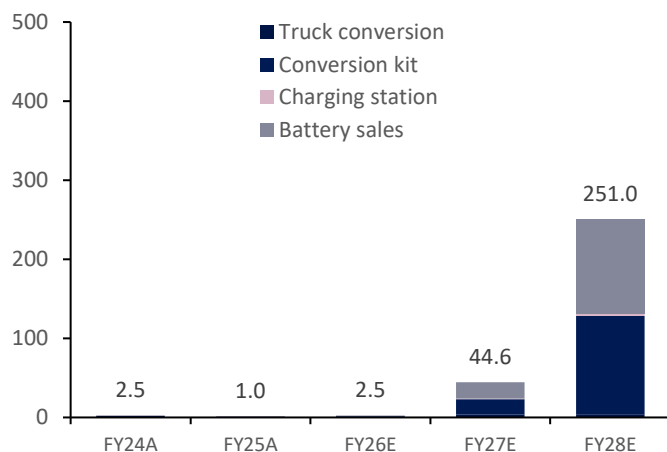
We made no changes to our pricing assumptions. These unit volumes, and unit prices, enable us to come up with our revenue forecasts for the next 3 years. We continue to assume an S-curve adoption rate, resulting in exponential growth over the next few years as adoption increases.

Figure 10: Summary of product volume and earnings forecast changes

		FY26E			FY27E			FY28E		
		Old	New	% chg	Old	New	% chg	Old	New	% chg
Truck Conversions (JCM)	#	11	3	-74%	24	20	-17%	24	24	0%
Conversion Kits (JCM)	#	45	6	-87%	409	130	-68%	2148	828	-61%
Charge Stations (JCCS)	#	15	1	-93%	88	21	-76%	434	86.2	-80%
Side Battery (JSB)	#	113	118	4%	866	456	-47%	4344	1704	-61%
Converted Truck Fleet	#	64	28	-56%	473	178	-62%	2621	1030	-61%
Revenue	A\$m	19.2	3.9	-79%	149.6	52.8	-65%	781.4	296.2	-62%
Gross profit	A\$m	4.3	1.2	-73%	33.4	12.2	-64%	182.7	67.5	-63%
EBITDA	A\$m	-4.5	-6.4	-41%	5.7	1.5	-74%	47.6	17.2	-64%
EBIT	A\$m	-5.0	-6.9	-37%	5.1	0.9	-82%	46.0	16.4	-64%
Reported NPAT	A\$m	-5.6	-7.0	-25%	3.0	0.1	-97%	31.6	10.9	-65%
Cash NPAT	A\$m	-4.9	-6.3	-28%	3.8	0.8	-79%	33.5	11.9	-64%
EPS diluted reported	cps	-4.5	-5.6	-26%	2.1	0.1	-97%	21.5	7.6	-65%
EPS diluted cash	cps	-4.0	-5.1	-29%	2.6	0.6	-79%	22.8	8.3	-64%
DPS	cps	0.0	0.0	n.a.	0.0	0.0	n.a.	0.0	0.0	n.a.

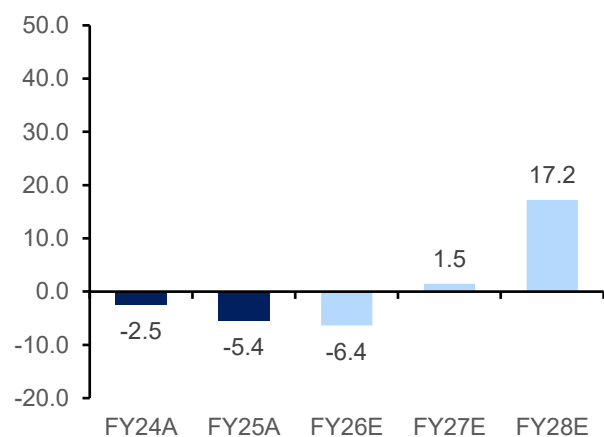
Source: Company Reports, Trim Capital estimates

Figure 11: Expected product revenues (A\$m)



Source: Company reports, Trim estimates

Figure 12: Expected EBITDA (A\$m)



Source: Company reports, Trim estimates

Investment Thesis

The appeal of electric is growing with rising oil prices: Electric trucks are cheaper to run, have reduced maintenance, better performance and are quieter than diesel. With no end in sight to the Middle East conflict, global oil reserves are decreasing, and there could be a nasty subsequent price move once reserves become exhausted.

Rapid global expansion through partnerships: After having demonstrated its technological capabilities to key clients in Australia, Janus' operations is rapidly expanding by pursuing a dealership model. Over the past months, its signed multiple dealership agreements and commercial supply deals with clients in US, Canada, and Africa. It's developed a conversion kit, which can be implemented by its partners/dealers abroad. This model will enable them to capture the demand for electrification of the transport/logistics sector across the globe.

Compelling technology poised to disrupt the market: Janus' ecosystem (diesel-to-electric conversion, battery-swap, charging stations) provides fleet owners a lower cost alternative to buying new build (electric or hydrogen fuel cell) trucks to replace aging fleets and comply with tightening regulatory standards on emissions. The module/system can be implemented regardless of the original manufacturer, and its technology reduces downtime due to the batteries being swappable and fast-charging capabilities. Overall, it is positioned to be a key enabler of electric truck adoption across multiple jurisdictions.

Recurring revenues from ecosystem usage: Janus has a huge recurring revenue potential as more trucks are electrified and fleets use its charging stations, software platform (asset management), and batteries. Through monthly subscription fees for the usage of such infrastructure and equipment, the company's recurring revenues could last multiple decades since the estimated useful lives of trucks are ~30 years.

Catalysts

	Expectation	Timing
High diesel prices	Many truck operators are finding that their operations are unprofitable at current diesel prices. Electrification offers significant operating cost savings.	In countries where incentives exist, truck drivers are seeking to order electric conversions, which is growing the order book. In Australia, regulatory uncertainty is creating delays to orders being placed.
Australia order & build pipeline	JNS has 111 signed truck conversions (according to FY25 annual report) that have yet to book a build slot. Should JNS achieve its monthly production target of 2 conversions and 4 conversion kits, then it could see additional orders/conversions from existing clients.	Progress on this initiative is tracked in quarterly activity announcements and periodic press releases from JNS.
US expansion	Significant growth opportunity in the US, particularly in California where the JNS conversion module (JCM 540) received incentives eligibility (US\$90k per truck for freight operators). This will support rapid conversion of existing diesel prime movers to zero-emission electric in the state, in addition to having a dealer (EVC) and an existing customer (Ability Tri-modal).	The first set of conversion kits (ordered by Ability Tri-modal) has been exported to the US and conversions completed. Early results of these trials appear to be successful given the order for another set of two conversion kits. These trials will be the catalyst for further adoption and orders from existing/prospective clients.
Canada expansion	The signed agreement with consortium of Canadian companies involves the order and deployment of a huge number of conversion kits, batteries, and charging stations over a 2-year period (CY2026-CY2027).	Finalisation of this agreement and initial orders are expected in coming months. The terms are still subject to regulatory approvals, incentives, and funding. The order pipelines illustrated were cautioned to be not firm orders and may still change.

SWOT Analysis

		Internal			
Positive	<p style="text-align: center;">Strengths</p> <p>Technology de-risked. JNS has trucks operating on the road, having proven the technology. Furthermore, it has de-risked the technology underpinning its battery offering by using Electrovaya (TSX:ELVA) batteries, allowing it to provide long warranties.</p> <p>Dealership model. This supports the deployment, servicing, and distribution of Janus’ battery and vehicle solutions, playing a crucial role in expanding its reach to fleet operators. The two conversions in 2026 by its California Dealer, Electric Vehicle Choice, and first conversion by recently announced dealership in South Australia, Archer Heavy Equipment, are evidence that this dealership model is generating traction.</p> <p>Recurring revenues. JNS has setup an ecosystem that enables them to generate recurring revenues over multiple years, as long as operators use its technologies (battery-swaps, charging, asset management platform).</p>	<p style="text-align: center;">Weakness</p> <p>Cash burn & funding. The company has not been covering cover cash operating expenses due to its business being sub-scale. It’s still reliant on funding that may dilute existing shareholders. This risk can be mitigated by orders expected from overseas, which are paid 50% up-front, and initiative underway to secure asset funding for batteries in Australia rather than the JNS balance sheet.</p> <p>Financial strength. The past weak financial position and performance may disincentivise some truck companies to adopt the JNS technology and ecosystem, but JNS’s moves to improve its financial strength should help inspire customer confidence, further aided by improving scale and profitability. The recent private placement (oversubscribed) delivers a tangible improvement in its financial position.</p> <p>Production Capacity. Janus may need to invest in additional manufacturing capacity in coming years to meet the potential demand for its products exceeding 100 kits/month. This will likely be coupled with international operations and can be funded by international partners.</p>	Negative		
	<p style="text-align: center;">Opportunities</p> <p>Fleet interest. Several truck fleet operators are trialling Janus’ products in one or two trucks. The outcome of successful trials should be significant further order demand.</p> <p>Changes to Diesel Fuel Tax Rebates. By 2030, heavy transport will be the largest emitter in Australia, and significant government policy shift to support electrification is expected. Increases in Australia’s road user charges (6% annually over next 3 years) and lessening fuel tax credit rates will put pressure on trucking operators’ costs & profitability, which will strengthen the argument for Janus’ conversion and battery swapping capabilities.</p> <p>Export markets. Partnerships in key markets such as US and Canada paves the way for easier entry into other markets in Asia and Africa, where truck electrification holds immense opportunity and government policy is very supportive (California, Canada, NZ as examples).</p>	<p style="text-align: center;">Threats</p> <p>Competing Chinese battery swap technology. China has officially launched a next-generation battery-swapping ecosystem designed for heavy-duty trucks which aims for 50% electric truck penetration within three years (it’s already achieved new EV truck sales exceeding 50%). However, these appear designed for new trucks, not retrofits to the existing fleet, thus not directly competing with Janus’ offering.</p> <p>OEMs offering trucks with built-in batteries. Several truck manufacturers are now offering electric Class 8 truck models, including Volvo, Daimler, and Tesla. However, charging time (and space), and the need to pay drivers whilst the truck charges remain an issue, as does grid infrastructure to support rapid charging.</p> <p>Supply chain constraints. Geopolitical tensions may result to further sourcing and availability constraints on some key materials, which may impact the company’s production timeline and ability to fulfill committed orders.</p>			
		External			

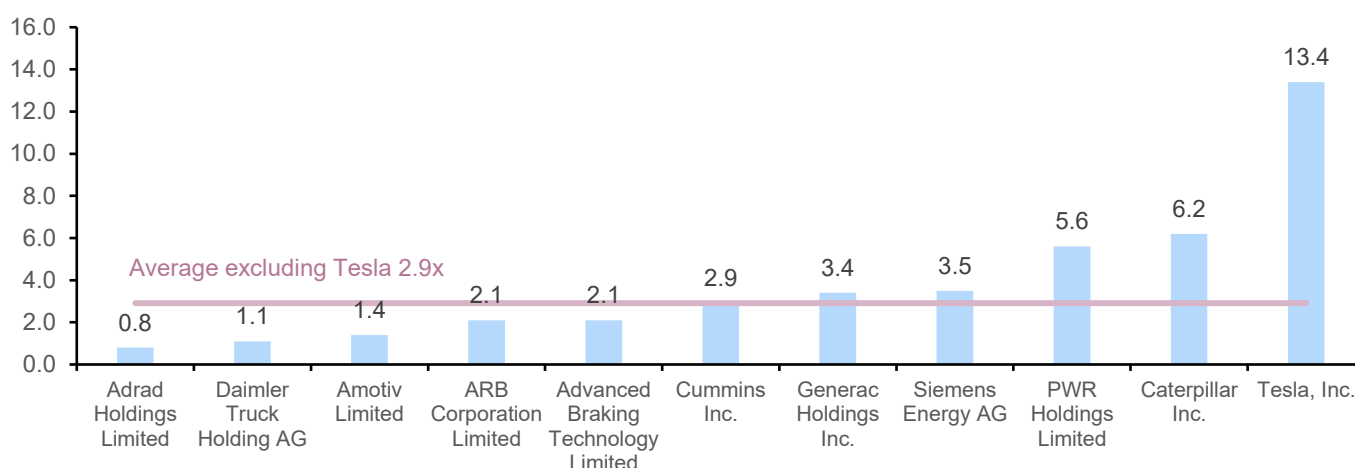
Valuation

We believe a DCF is the most appropriate way to value JNS, capturing longer-term S curve adoption, using a 20% cost of equity. As we detail below, this delivers a valuation of \$1.37. We consider a range of other valuation approaches including intrinsic valuation methods, peer multiples and growth rates. At current share price of \$0.16, we estimate JNS is trading at 0.6x FY27 EV/revenues, 21.1x FY27 EV/EBITDA and 28.8x FY27 PE.

Peer comparative companies’ valuation multiple analysis and market sentiment

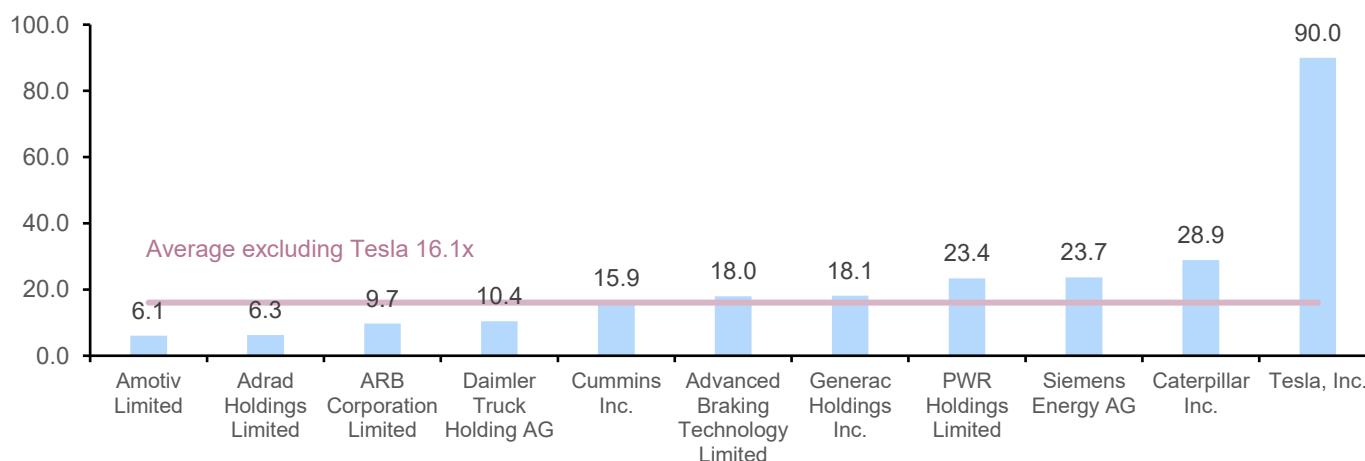
JNS is currently grouped in the utilities industry – potentially a legacy of its ReNu Energy reverse takeover – and which it could return to long term due to the revenues from its battery rental and energy supply. However, we suspect that in the short term, it’s more likely to be reclassified into the Automobile Components industry, given this constituted 62% of revenue in FY25 and is likely to again constitute most of the revenue over the next few years. As such we think its most appropriate peers are in the Automobile Components sector, along with a selection of Automobile companies (specifically pureplay EV manufacturers), Machinery companies, and Electrical Equipment. This makes for a handful of listed Australian peers, and a wide range of global peers. The average forward multiples of these selected comparable companies (excluding Tesla) is 2.9x EV/revenue and 16.1x EV/EBITDA.

Figure 13: Selected comparable companies next 12 months forward EV/Revenue multiples



Source: IBES, Refinitiv, Trim Capital estimates

Figure 14: Selected comparable companies next 12 months forward EV/EBITDA multiples



Source: IBES, Refinitiv, Trim Capital estimates

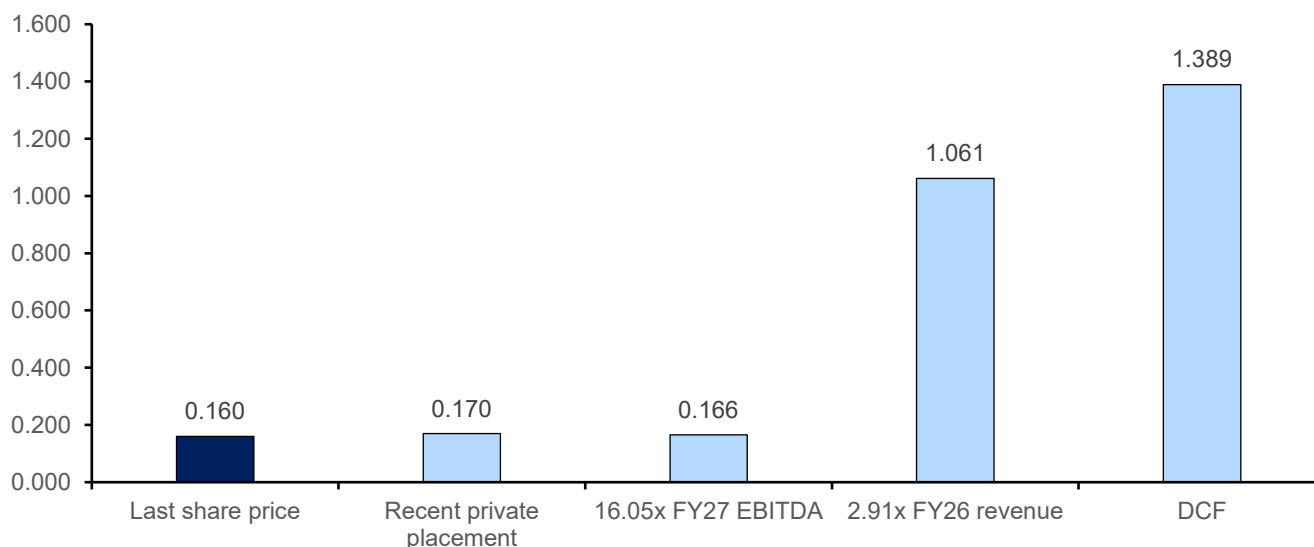
For our intrinsic valuation models or DCF approach, we use a two-stage models, using our explicit forecasts over the next five years, followed by a terminal value based upon a 1.5% growth rate. We assume a risk-free rate of 5.00% and an equity risk premium of 5.0% with a beta of 3x to derive a cost of equity of 20%. We arrive at a valuation of A\$1.39 per share, which presents a 758% upside to current share price. This is -20.2% lower than our prior estimate of A\$1.72 per share, driven by our adjustment in revenue forecasts.

Figure 15: Discounted Cash Flow (DCF) calculations

Current date		8-Jun-26									
Next balance date		30-Jun-26									
		Jun-26	Dec-26	Jun-27	Dec-27	Jun-28	Dec-28	Jun-29	Dec-29	Jun-30	Dec-30
Free cash flow to equity	A\$m	-4.1	2.8	3.2	18.3	3.0	81.7	26.3	30.9	14.9	18.5
Discounted cash flow	A\$m	-4.0	2.5	2.7	13.8	2.1	51.2	15.1	16.1	7.1	8.0
Sum of discount streams	A\$m	114.5	CAPM								
Future value into perpetuity	A\$m	180.2	Risk free rate								
NPV of terminal value	A\$m	78.4	Equity beta								
add adjusted net cash	A\$m	6.7	Equity risk premium								
Value of total equity	A\$m	199.6	Cost of equity								
Diluted shares on issue	#m	143.5	Terminal growth								
Value per share	A\$	1.39	1.5%								
Upside/downside	%	770%									

Source: Company reports, Trim Capital estimates

Figure 16: Trim Capital valuation (A\$) approaches of Janus Electric Holdings (JNS)



Source: Company reports, Trim Capital estimates

Risks

As with any investment, there are certain risks associated with operations as well as the surrounding economic and regulatory environments common to the industry. The Australian Institute of Company Directors encourages directors to think about risks under a strategic, financial and operational category framework. A larger discussion of these risks is available in our initiating coverage report.

Figure 17: Risk Matrix

Strategic	Financial	Operational
Regulatory risk	Macroeconomic conditions	Execution risk
Reputation risk	Liquidity and funding risks	Technology & performance risk
Competition	Counterparty credit risks.	Key personnel risk
Technology obsolescence	Litigation, claims and disputes	Force majeure events
Intellectual property		Cybersecurity and data protection

Source: Company reports, Trim Capital estimates

We recently had the pleasure of meeting with Pure One (ASX:P1E) who design new battery swapable electric trucks to Australian Design Rules, based upon underlying Chinese designs using CATL batteries, which are manufactured in China via contract manufacturers. As these trucks costs do not include the cost of inbuilt batteries, their new vehicle offerings are significantly cheaper than OEM truck manufacturers who use built-in batteries – but unlike Janus they are competing in the new vehicle market, rather than extending the life of existing vehicles by converting them to be electric.

Furthermore, there are significant compliance risks. Given regulators' powers these can become strategic, financial and/or operational risks.

Figure 18: Regulatory compliance matrix

Regulator	Regulates
Department of Infrastructure and Transport	Provides policy advice and deliver programs for infrastructure and transport sectors across regions and territories in Australia.
National Transport Commission	Develop and propose nationally consistent land transport reforms while maintaining national laws, codes, and guidelines.
National Heavy Vehicle Regulator (NHVR)	Australia's independent regulator for all heavy vehicles, administers and enforces the Heavy Vehicle National Law (HVNL) of 2012, which applies nationally, except for WA and NT. It processes all road access, permits, and heavy vehicle inspections.
Department of Transport and Major Infrastructure (DTMI)	Administers heavy vehicle legislation in Western Australia and manages driver and vehicle licensing.
Clean Energy Council (CEC)	Maintains the "Approved Battery List" and safety frameworks for energy storage systems and equipment manufacturers
Australian Securities and Investments Commission (ASIC)	Company regulations under the Corporations Act
Australian Competition and Consumer Commission (ACCC)	Australian Consumer Law and unfair contract terms contained in the Corporations Act
Australian Taxation Office (ATO)	Taxation legislation
Australian Accounting Standards Board (AASB) and ASIC	Accounting standards required under the Corporations Act

Source: Company reports, Trim Capital estimates

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