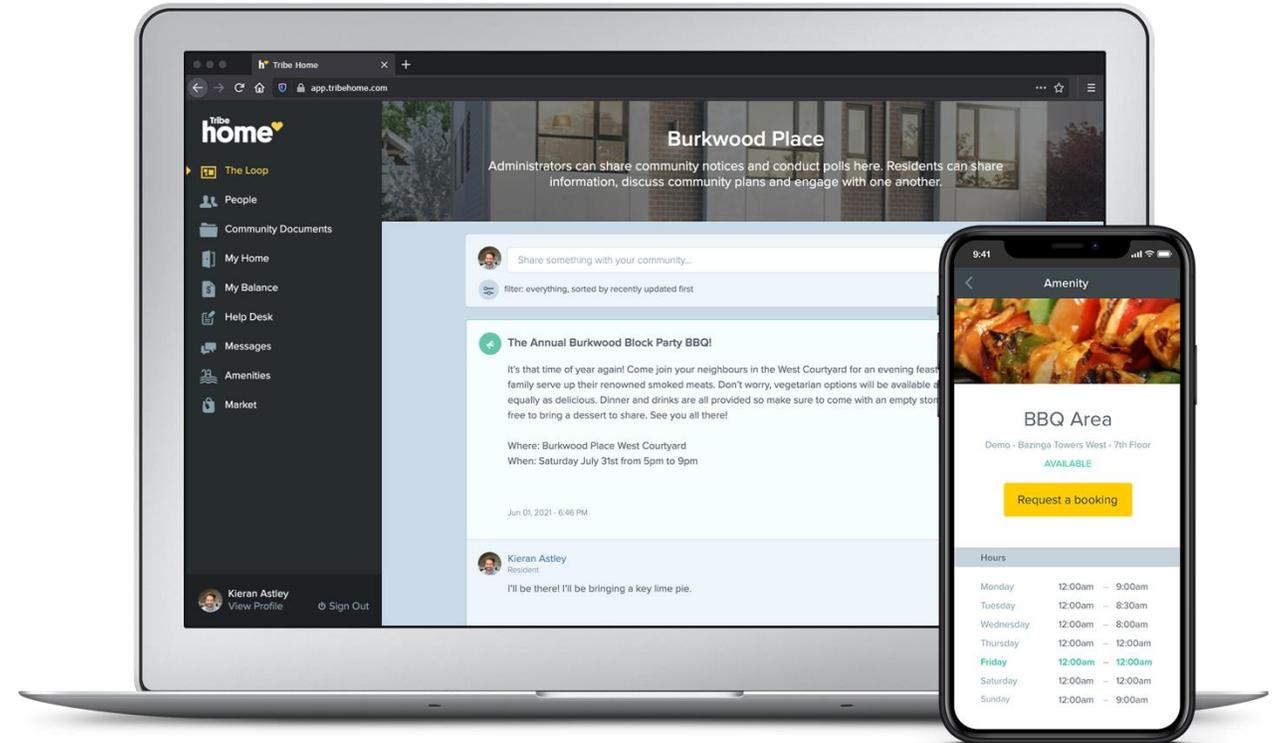




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# Q1 2025 Financial Results Presentation



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This presentation may contain certain "Forward-Looking Statements" within the meaning of the United States Private Securities Litigation Reform Act of 1995 and applicable Canadian securities laws regarding the Company and its business. When or if used in this news release, the words "anticipate", "believe", "estimate", "expect", "target", "plan", "forecast", "may", "schedule" and similar words or expressions identify forward-looking statements or information. Forward-looking statements or information in this presentation may relate to statements with respect to the aims and goals of the Company; financial projections; growth plans including future prospective consolidation in the property management sector; future acquisitions by the Company; beliefs of the Company with respect to the independent owner-investors market; prospective benefits of the Company's platform; and other factors or information. Such statements represent the Company's current views with respect to future events and are necessarily based upon a number of assumptions and estimates that, while considered reasonable by the Company, are inherently subject to significant business, economic, competitive, political and social risks, contingencies and uncertainties. Many factors, both known and unknown, could cause results, performance or achievements to be materially different from the results, performance or achievements that are or may be expressed or implied by such forward-looking statements. Additional factors are noted under the heading "Risk Factors" in The Company's annual information form for the year ended December 31, 2024 dated May 6, 2025. The Company does not intend, and do not assume any obligation, to update these forward-looking statements or information to reflect changes in assumptions or changes in circumstances or any other events affecting such statements and information other than as required by applicable laws, rules and regulations.

#### NON-IFRS MEASURES

This presentation contains non-IFRS measures, including [Gross Profit, Gross Profit Percentage, Monthly Recurring Revenue (MRR), and Adjusted EBITDA]. Non-IFRS measures do not have a standardized meaning under IFRS and therefore may not be comparable to similar measures presented by other issuers. Non-IFRS measures have limitations as analytical tools and should not be considered in isolation nor as a substitute for analysis of the Company's financial information reported under IFRS and should be read in conjunction with the consolidated financial statements for the periods indicated.

Refer to the section "Selected Annual and Quarterly Financial Information" in the Company's management's discussion and analysis for the financial quarter ended March 31, 2025 ("MD&A"), which section is incorporated by reference in this presentation, for a description of the non-IFRS measures noted above. The Company's MD&A may be found on SEDAR+ at [www.sedarplus.ca](http://www.sedarplus.ca).

## Q1 2025 Highlights

*Achieved revenue of \$8.0 million in Q1-2025, representing a 49% increase over Q1-2024.*

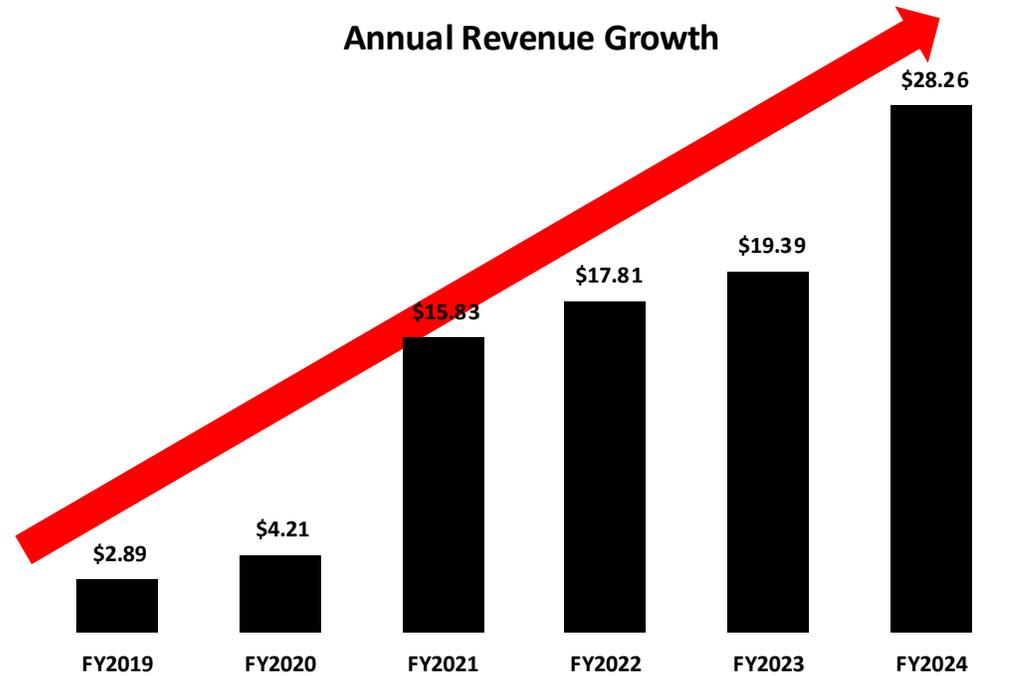
*Delivered positive Adjusted EBITDA of \$322K in Q1-2025, marking Tribe's second consecutive quarter of positive Adjusted EBITDA and a 124% year-over-year improvement.*

*Successfully closed \$1.1 million non-brokered private placement, led by management and the Board of Directors, demonstrating strong insider confidence and belief in the Company's long-term value.*

*Announced acquisition agreement of Ace Agencies subsequent to quarter end, illustrating Tribe's desire to strengthen its position in the single unit rental market with its high margins and increasing demand from condo owners.*

	Q1-2025	Q1-2024	Improvement
<b>Revenue</b>	\$7.98 million	\$5.34 million	49%
<b>Gross Profit<sup>(1)</sup></b>	\$3.25 million	\$1.84 million	77%
<b>Gross Margin %</b>	44%	39%	5%
<b>Adjusted EBITDA<sup>(1)</sup></b>	\$322 thousand	(\$1.36 million)	124%

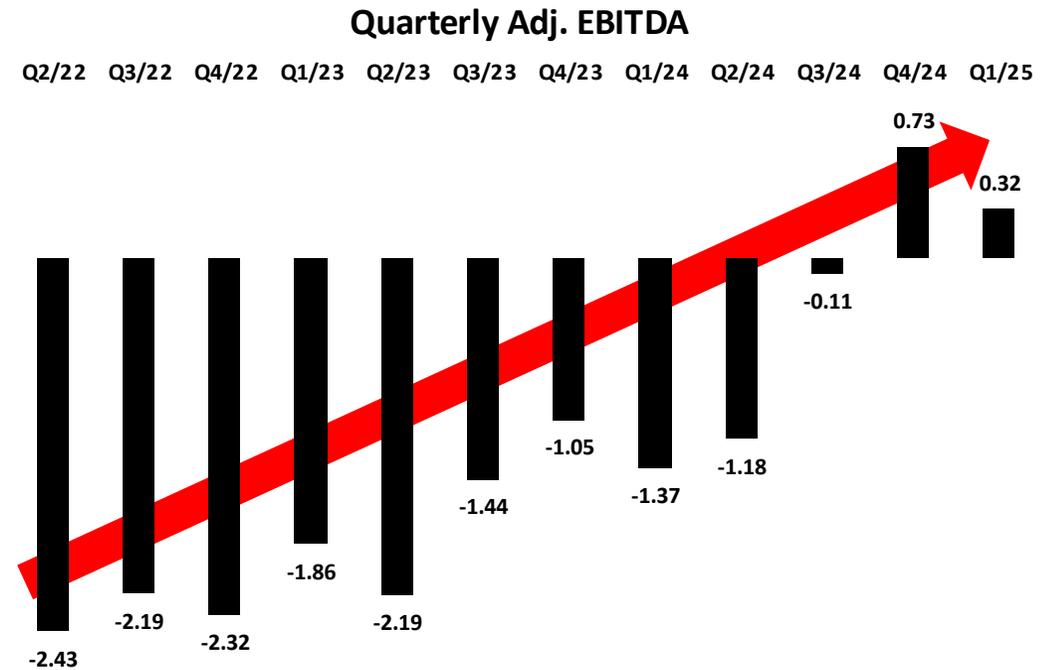
1) See disclosure of Non-IFRS Measures on Slide 2.



**5-Year Revenue CAGR: 58% (2020 to 2024)**

- Ontario Acquisitions
- Organic growth in new markets
- Robust Demand for Tribe solutions

- 124% YoY improvement in Adjusted EBITDA
- 2nd consecutive quarter of positive Adjusted EBITDA



Cost Optimizations

Consolidation of Back-Office Systems

Increase in Transactional Revenue



## Recurring Revenue

From Tech-elevated Management Services fees for:

- *Strata/Condo*
- *Rental*
- *Commercial*
- *New construction projects*

**\$6.4 million in Q1-2025**

*42% increase YoY*

*80% of total revenue*



## Transactional Revenue

Fees from the following types of transactions:

- *Software Licensing*
- *Data Reporting and Access*
- *Banking Services*
- *Rental/Lease-Up Services*
- *Special Projects*
- *30+ offers in Tribe's digital marketplace for homeowners*
- *Smart-building product such as digital parcel delivery systems*
- *Financial & insurance services*

**\$1.6 million in Q1-2025**

*89% increase YoY*

*20% of total revenue*

*Greater Vancouver, single-unit rental property management firm*

*Will add ~900 homes, increasing Tribe's single-unit rental portfolio by 275%*

*Illustrates Tribe's desire to strengthen its position in the single unit rental market with its high margins and increasing demand from condo owner*

*2024 revenue exceeded **\$1.4 million**, with **positive EBITDA***

*Aligns with Tribe's vision to be a full-service, national property management solution*





**01**

Target property management companies are typically inefficient and operating at lower gross margin.

**02**

Tribe digitizes the traditional property management service with tech-backed solutions.



**03**

Tribe consolidates back-end accounting systems, reduces headcount, and implements shared services.

**05**

Generate more positive cashflows and reinvest into more target acquisitions.

**04**

We cross sell our tech-backed solutions and introduce new services to the existing customers.



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01

'Buy Canadian' sentiment

02

Recession-proof and tariff-proof business

03

Increased activity in the rental market

04

Property management decisions guided by data

05

Housing shortage is a long-term growth driver

01

Increase organic growth

02

Execute on M&amp;A strategy

03

Continue to innovate

*Growth will be fueled by landing new property management agreements, onboarding more communities onto the Tribe platform, winning new software licensing agreements and increasing digital services revenue.*

*Tribe continues to evaluate strategic acquisitions with a view of adding targets that would be immediately accretive.*

*Tribe is committed to investing in its software platform, adding functionality and leveraging AI to maintain its industry leadership position.*

# Q&A