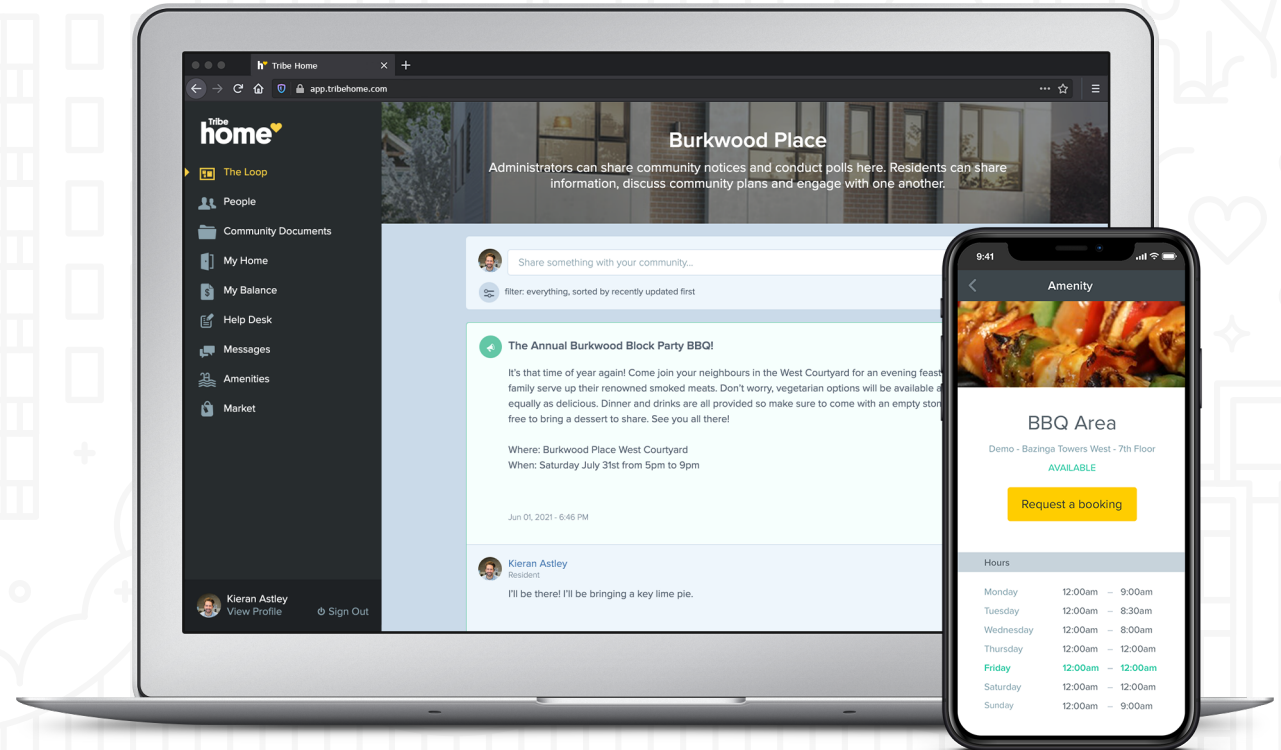


Tribe

Community Living, Simplified

Q4 & Fiscal 2022 Financial Results Presentation



May 2023

TribeTech.com

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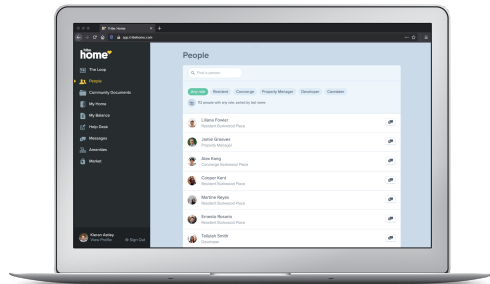
Cautionary Note On Use of Non-GAAP Measures.

Note that for purposes of this section, GAAP refers to IFRS. The Company believes that investors use certain non-GAAP measures as indicators to assess companies such as ours. They are intended to provide additional information and should not be considered in isolation or as a substitute for measures of performance prepared in accordance with GAAP. Non-GAAP financial measures do not have any standardized meaning prescribed under GAAP and therefore may not be comparable to similar measures presented by other issuers.

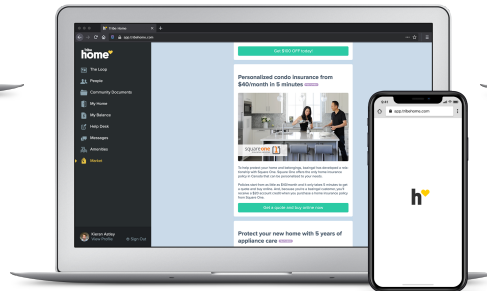
In this presentation non-GAAP measures include "Average Digital Cost Per Lead", "Average Cost per Community Acquisition" and "monthly recurring revenue (MRR)" and "Average Community Lifetime Value". As noted, these non-GAAP measures have been included as indicators to assess companies such as ours. Similarly, the Company has included non-GAAP measures for other comparable companies to assist investors in their relative assessment of our Company. There may be some variation in the method of computation of these metrics as determined by the Company compared with other companies. Investors are therefore cautioned that as these measures do not have any standardized meaning prescribed under GAAP, the comparisons of non-GAAP measures included in this fact sheet should be used with caution.

One-stop-shop alternative to traditional property management.

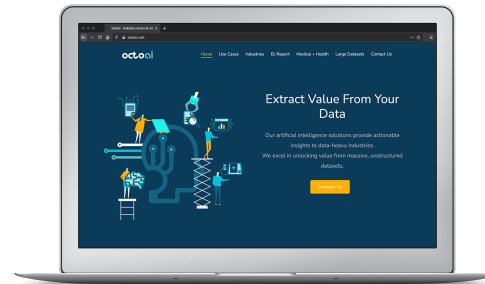
**Digital Owners
Engagement and
Information Access**



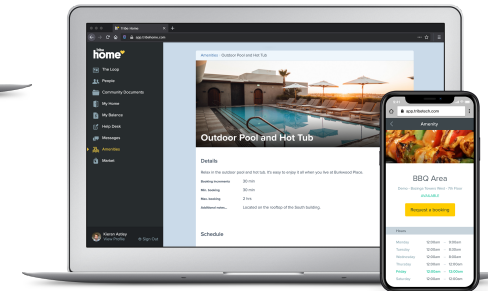
**Digital Marketplace
for Owners and
Communities**



**Community
Spending
Benchmarking**



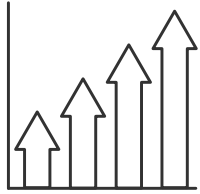
**Digital Shared
Services for
Communities**



**Day-to-Day
Management
Services**



We're simplifying the complexities around residential community living with tech-enabled solutions like nothing else in the market.



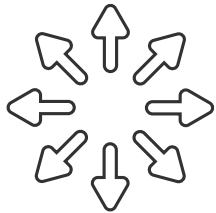
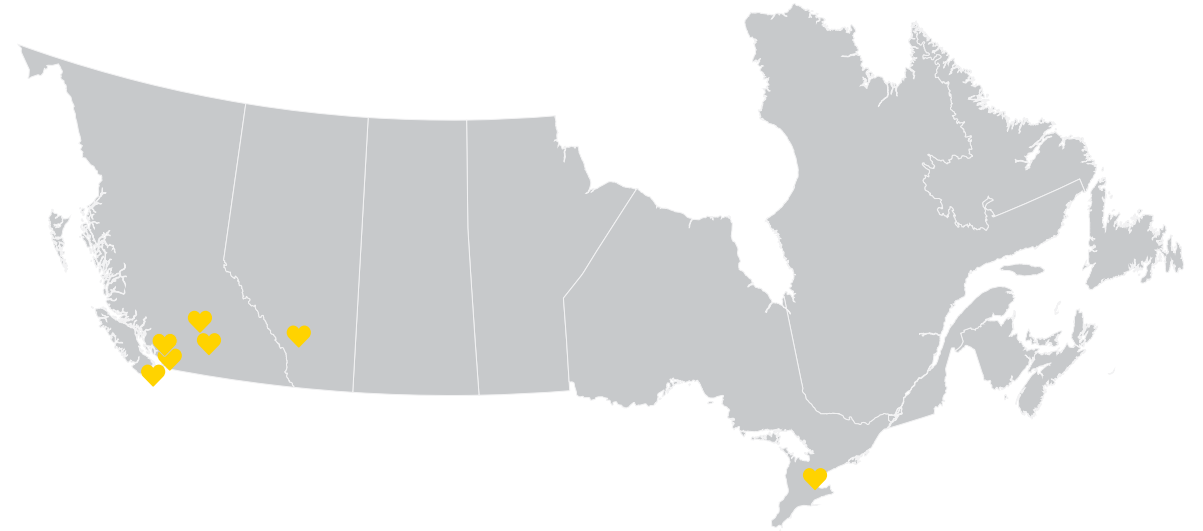
Quarterly Revenue

Tribe reports Q4-2022 revenue of **\$4.748 million**, an increase of **18.8%** over same Q4-2021.



Revenue Growth

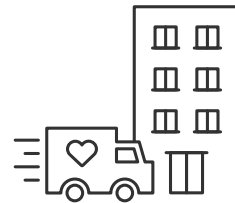
Tribe recognized for revenue increase of **502%** from 2018 to 2021:
Deloitte Fast50 (Canada)
Deloitte Fast500 (North America)



Expanded M&A Funnel

Acquired strata assets from **Warrington PCI Management**, final closing Jan 9, 2023.

Southview integrated under Tribe brand and operations December 2022.



Partnerships

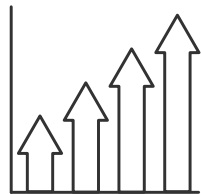
Added new partnerships in Q4, including **Enersavings**, **Walnut & PolicyMe**.

Launched **Tribe Market** - a **curated digital marketplace** for homeowners and residents.

220+ Employees

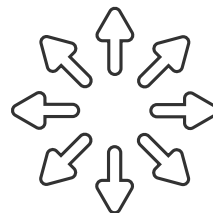
7+ Offices

99,000+ Residents in Tribe-Managed Communities



\$17.81M

Tribe's reported full-year **2022 revenue**. An increase of 13% YoY.



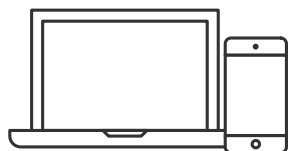
11

Acquisitions completed to date, including 3 in 2022.*



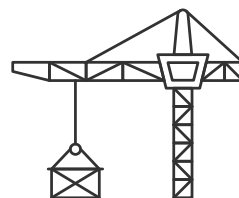
80

Management agreements signed in 2022 for existing or brand new communities.



22

Brand new construction projects signed in 2022 for **Tribe HomePro** pre & post construction software



11

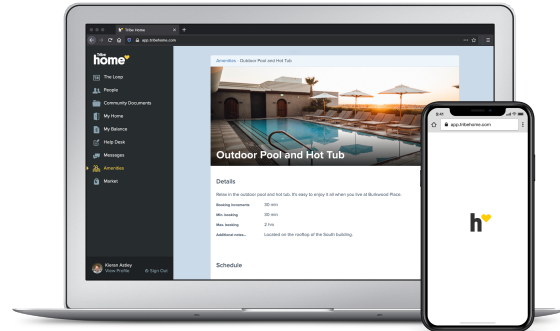
New property developer relationships solidified in 2022 with projects in Vancouver, Victoria and Toronto.



18

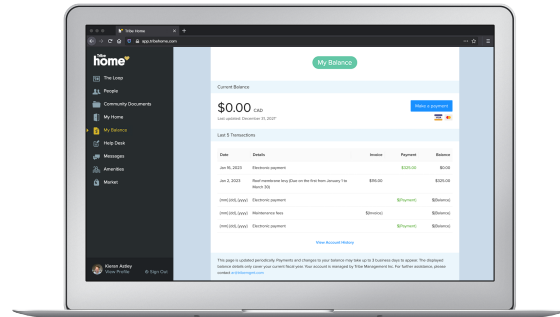
Partners signed to Tribe's Partnership Program for Owners, Councils and Developers.

\$110B**Property Management
Services Market
(Condo & Rental)****\$2.9B****Property Management
Software Market Worth****358,000+****Communities
(HOAs, Condos)****\$106B****Assessments
collected annually
from homeowners****4.8%****Projected CAGR of
property management
software market growth
up to 2028****75M****Residents living in
community associations
(HOAs/Condos)****78%****Of new housing built
for sale is community
associations****\$10B****Projected 2023 revenue
for US construction
software market****100M****1/3 of Americans and
Canadians live in
rental units****97%****of multifamily
construction starts
are rental**



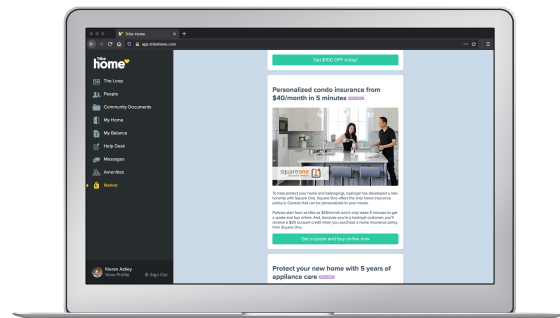
Software and Service Recurring Revenue

Investors/Asset Managers - Rental Communities
Developers - New Communities
Condo Corps - Existing Communities



Transactional Revenue

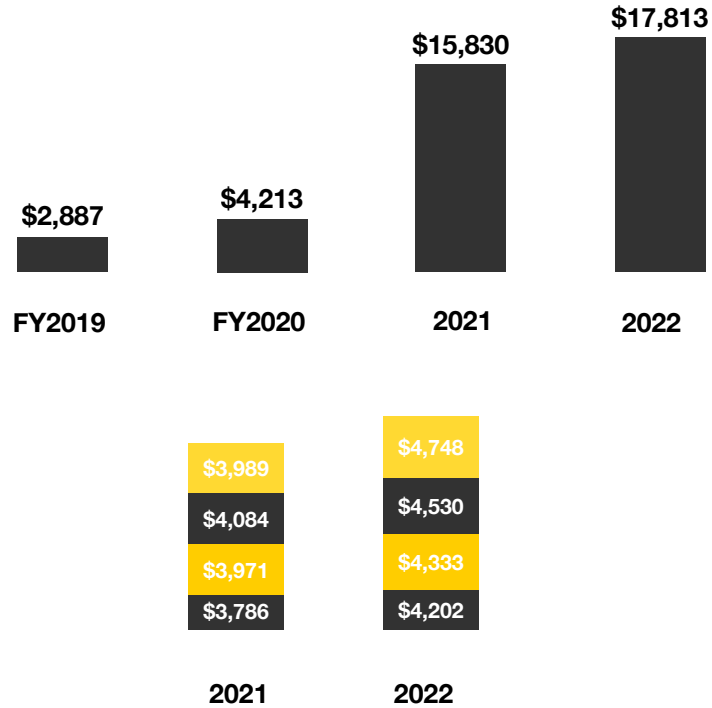
Transactional Fees (Rent or Condo fees)
Data Reporting and Access
Banking Services
Rental/Lease-Up Services
Special Projects



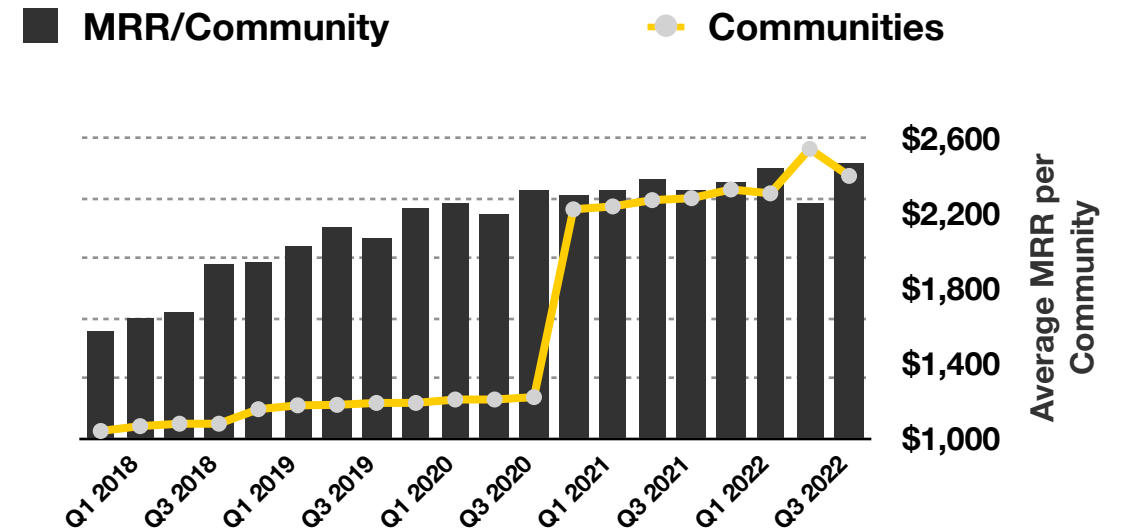
Digital Services & Partnerships Revenue

Community Smart-Building Products
In-Home Marketplace
Financial Services
Insurance Services

Consolidated Revenue - (000's) (1)



Average MRR per Community (2)



(1) Company has changed its year-end from April 30 to December 31, effective FY2021.

(2) Not normalized for acquired contracts.

The company is positioned to execute on an aggressive M&A opportunity of Property Management and Prop-Tech companies in North America.

Upon acquisition, Tribe has developed an M&A playbook implementing the tech-forward collaborative strategy aimed to: streamline processes, expand into new markets, drive organic growth and new revenue streams, lower management costs and increase revenues.

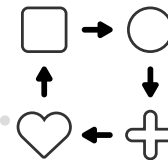
Acquisition Criteria

- ✓ *EBITDA + Multiple Accretive*
- ✓ *Expand Addressable Market (self-managed)*
- ✓ *Geographic Expansion*
- ✓ *Tech Expansion*
- ✓ *New Verticals*

Integration Team of 15 Professionals
In-House Expertise
M&A Playbook
Successful History of 11* Acquisitions



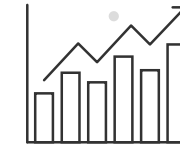
Enhanced IT Security and Infrastructure



Optimized Service Delivery



Digitized Assets



Improved Profit Margins



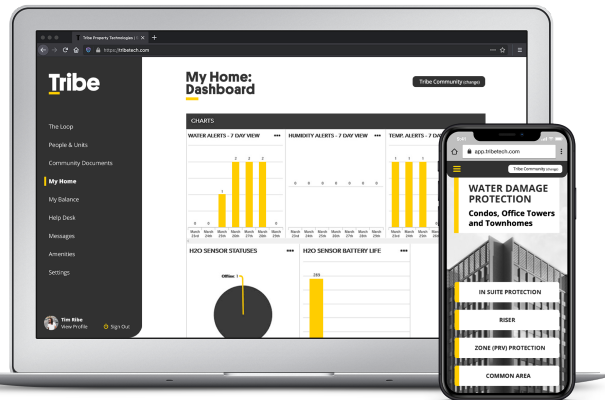
Tribe Branded and Greater Brand Equity

**Reflects number of acquisitions announced to end of Q4, 2022.*

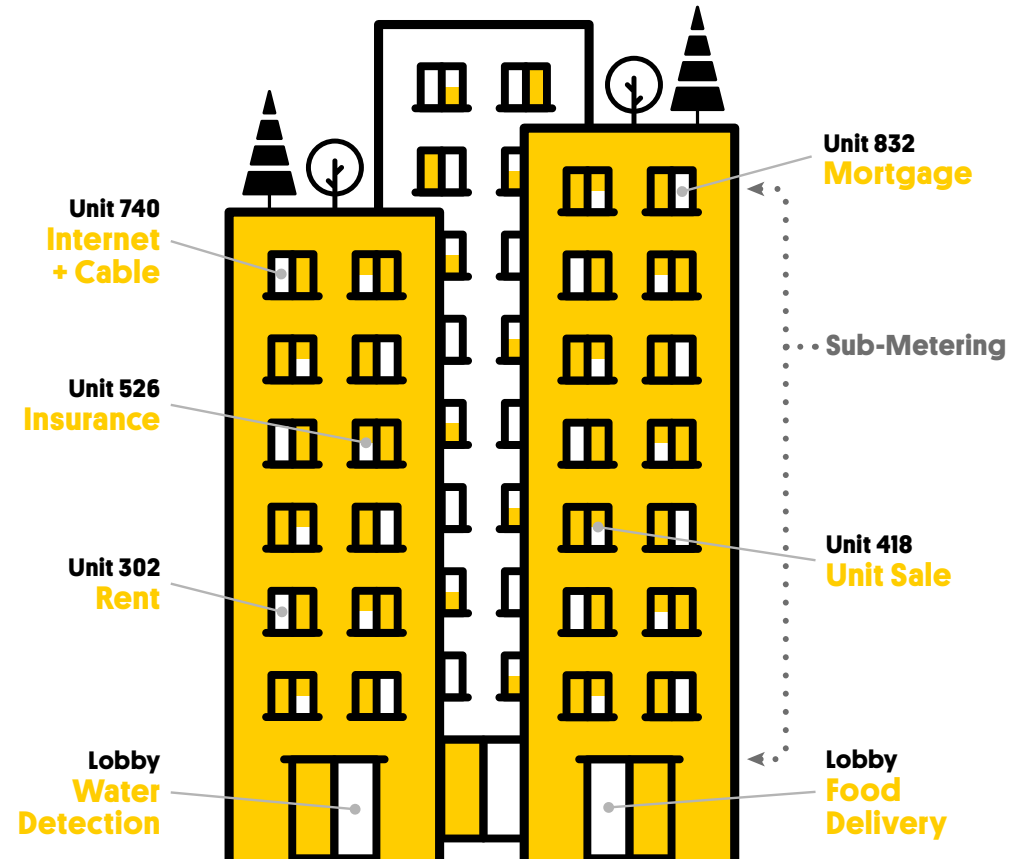
M&A and Organic Growth



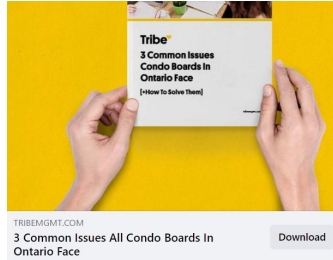
- Increase number of homes
- Improve service
- Digitize communities
- Offer convenient smart products



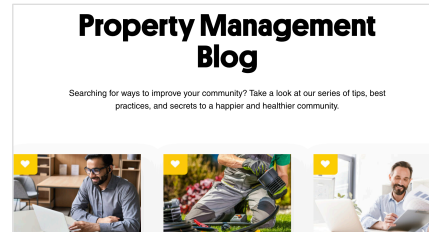
Partnerships



Tribe's unique tech-based approach is attractive to the market, feeding growth organically.



Paid ad campaigns targeted to geographic regions, touching on key industry pain points



SEO and Content Strategy built on content pillars that connect, info, educate and protect



Proposals based on geographic region and service type

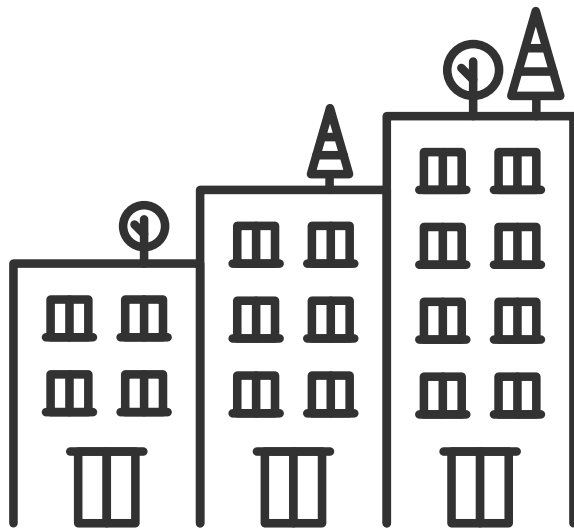
Total Leads Q4 2022: 440 (+247%)
Q4 2021: 178

Win Percentage Q4 2022: 50% (+95%)
Q4 2021: 25.53%

Avg. Digital Cost Per Lead Q4 2022: \$17.74 (-51%)
Q4 2021: \$36.54

**Traditional Property Management:
\$20/Home + \$2 Ops Transactions**

30-35% Gross Margin
10-15% Churn



*YTD December 30, 2022

**Tribe-Digitized Residential Community*:
\$31/Home and \$4 Ops Transactions
and Digital Partnership Revenue**

39% Gross Margin*
4% Churn*

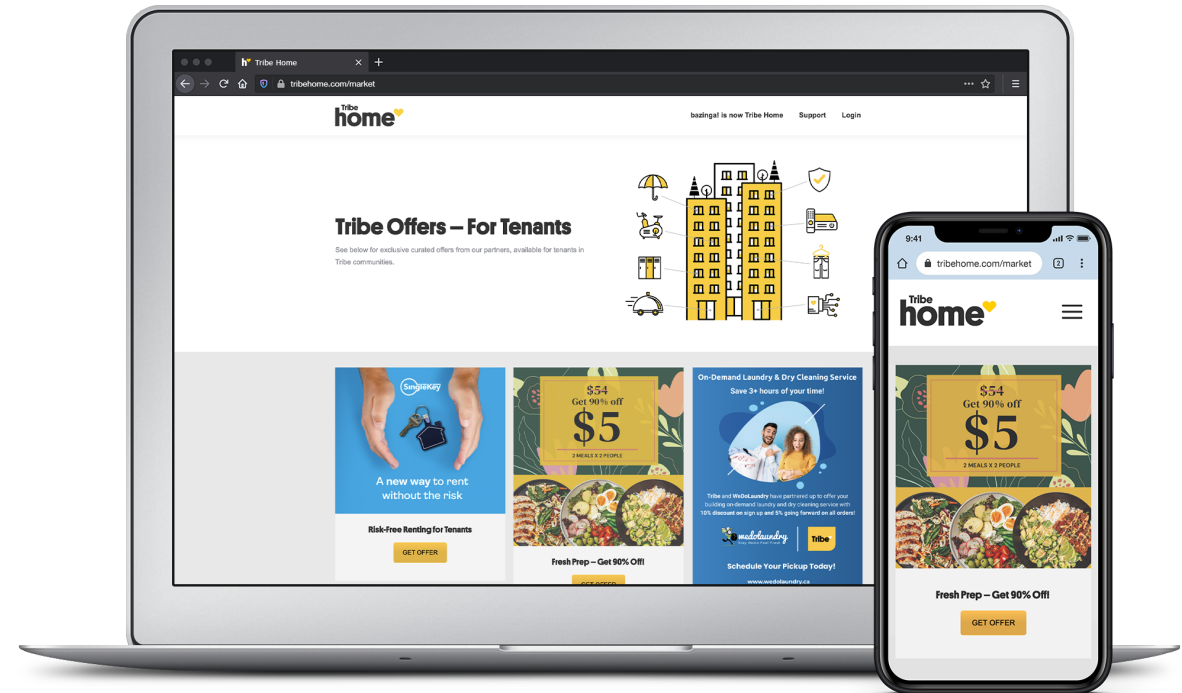
\$31	Revenue Per Home
\$4	Ops Transactions
\$1.1**	Insurance Sales**
\$2.25**	Sub-Metering**
\$2**	Grocery Delivery**
\$1.50**	Telecomm**
++	Other**
\$40++	Sub Total

** examples of digital partnerships program revenue

Simplifying people’s lives by leveraging the group buying power of the 100,000+ people living in Tribe-enabled buildings.

Tribe connects clients with services that support their daily living through carefully curated offers in our digital marketplace.

- Filtered categories to help owners & residents find what they need.
- Able to segment offers by location, type and age of building.
- Easy “new offer” onboarding process.
- Supports efficiency and financial ease for homeowners and residents of Tribe’s multi-family communities.



New Partnerships Signed Q4, 2022

Tribe continues to add digital partnership offers to our communities, realizing additional recurring revenue opportunities.



60% of Condos in
Canada are not
insured/under-insured

Tribe +  APOLLO

47% Conversion Rate

	millions#	millions\$(1)
Basic Shares Outstanding	21.21	-
Share Warrants (@ \$5.10)	5.25	26.8
Options / Comp Options	1.38	4.7
Broker Warrants	0.46	2.3
Fully Diluted	28.30	33.8

Industry & Strategic Investors
40%



Founders, Directors & Management
25%

Institutional & Retail Investors
35%

Top 5 Shareholders

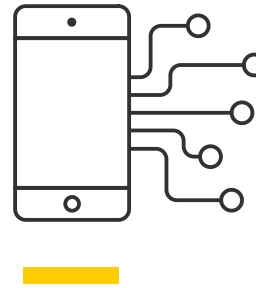
Name	%
Aquilini	21.2%
TY & Sons	14.7%
Round 13	12.5%
Joseph Nakhla (Tribe CEO)	10.1%
Peterson	7.5%

Analyst Coverage

Firm	Analyst	Contact Details
Eight Capital	Kiran Sritharan	ksritharan@viiicapital.com
Laurentian Bank Securities	Frederic Blondeau	blondeauf@vmbi.ca
Stifel GMP	Suthan Sukumar	Ssukumar@stifel.com



Expand M&A Funnel



Drive Efficiencies



Industry Outlook

Q&A