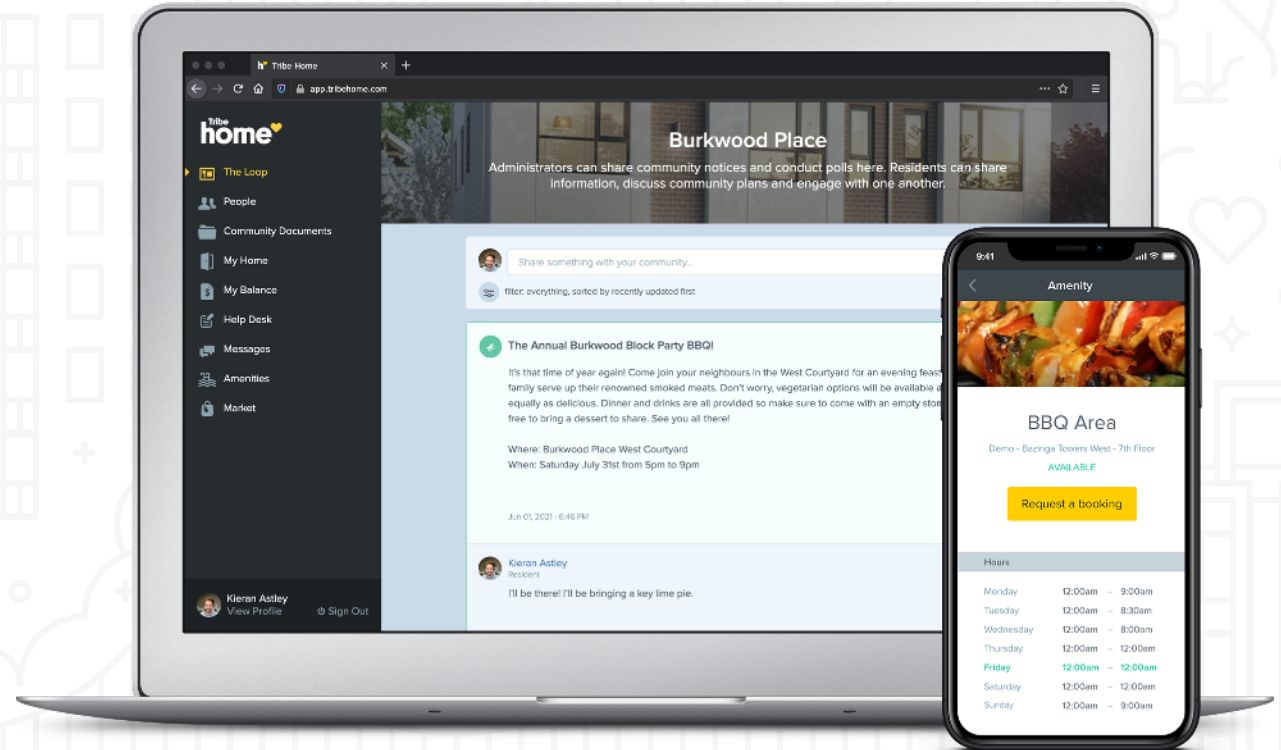


Tribe

Community Living, Simplified

Q1-2023 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 “EBITDA”, “Gross Margin”, “Average Cost per Community Acquisition” and “monthly recurring revenue (MRR)”. 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.

	Q1-2023	Q1-2022
Revenue	\$4.66 million	\$4.20 million
Gross Profit	\$1.83 million	\$1.83 million
Gross Margin%	39.2%	43.7%
Adjusted EBITDA	(\$1.86 million)	(\$1.48 million)



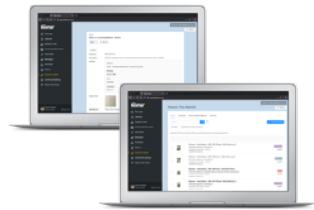
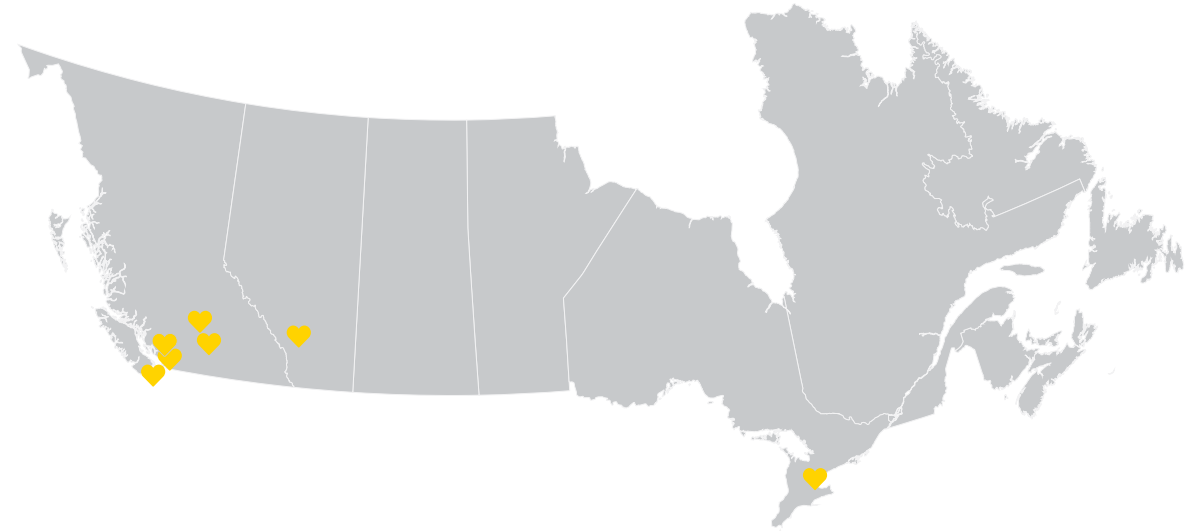
Acquisitions

Tribe completed its acquisition of a portfolio of strata management assets from Warrington PCI Management - Jan 9, 2023



VendorPM

Tribe announced nationwide partnership with VendorPM to simplify the RFQ-process Tribe-managed communities - Mar 9, 2023



Tarion Integration

Tribe launched a proprietary platform integration that simplifies the mandatory home warranty process in Ontario - Mar 9, 2023



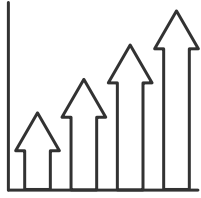
C-Suite

Appointed Dan Feeny, former Tribe CTO, to the role of Chief Operating Officer.

220+ Employees

7 Offices

100,000+ Residents in Tribe-Managed Communities



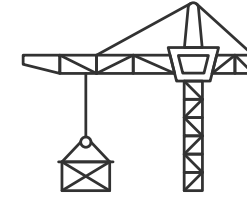
\$4.66M

Tribe reports Q1-2023 revenue of \$4.66 million, an increase of 10.9% over same Q1-2022.



6

New property developers signed to use Tribe HomePro pre & post construction software or Tribe Mgmt services.



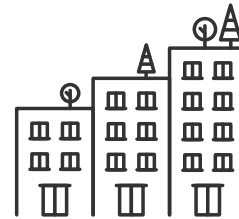
5

Tribe HomePro Software agreements signed for new construction projects in BC & ON.



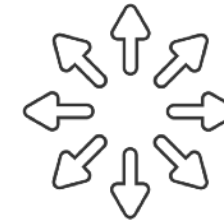
9

Management agreements signed in Q1 for transitions and new built communities.



9

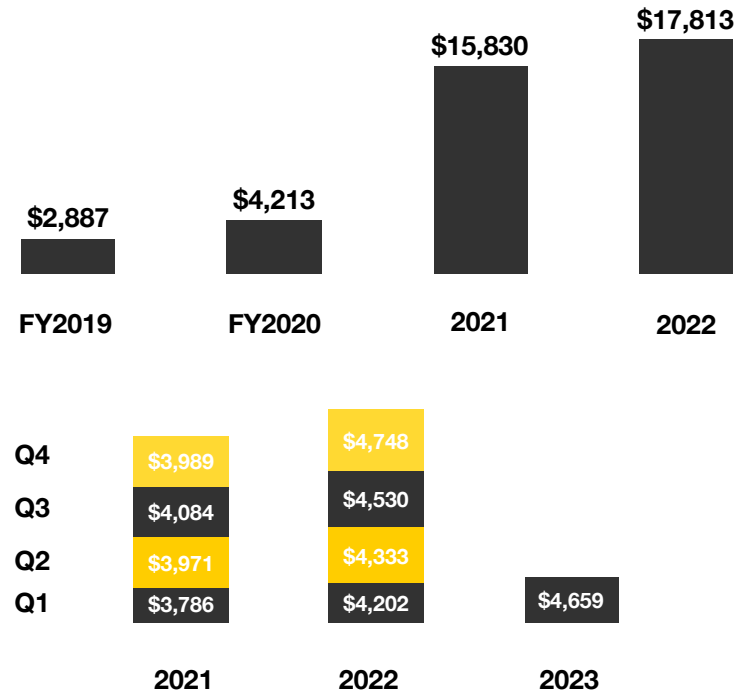
Communities were onboarded and began generating revenue.



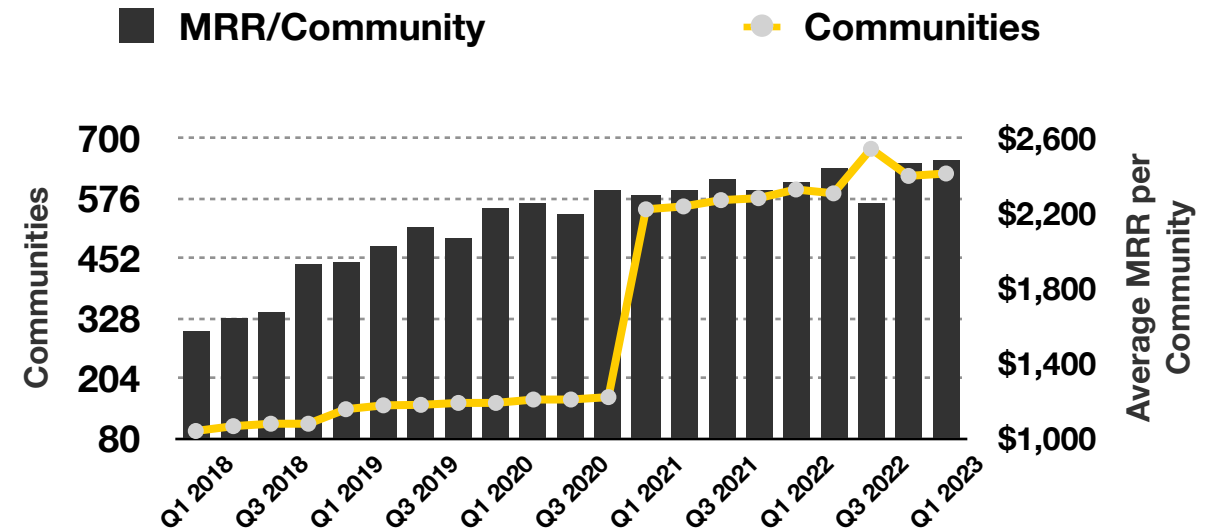
3

Additional phases of Tribe-managed communities were onboarded and began generating revenue.

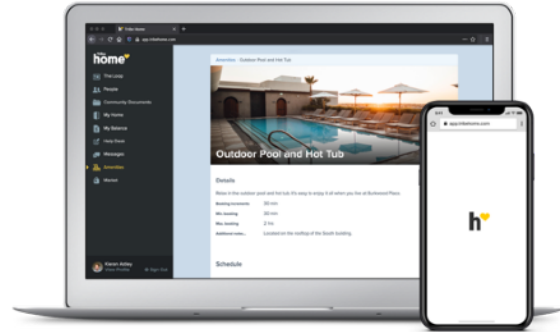
Consolidated Revenue - (000's) (1)



Average MRR per Community (2)

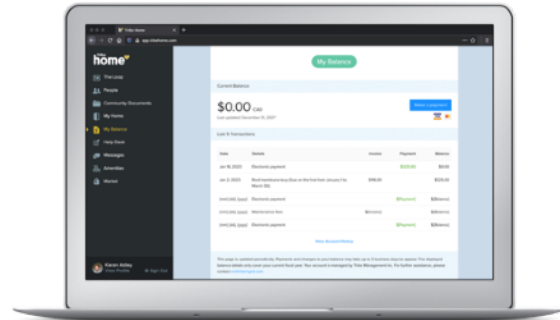


(1) Company has changed its year-end from April 30 to December 31, effective FY2021. (2) Not normalized for acquired contracts.



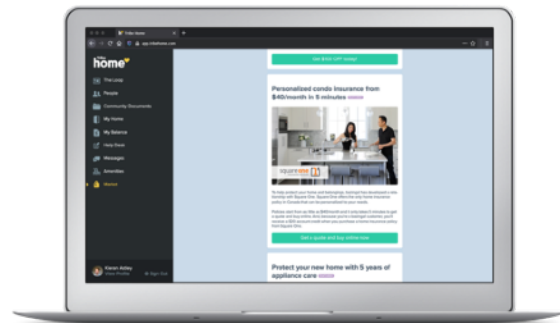
Software and Service Recurring Revenue

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

01

Increase Monthly Recurring Revenue through both organic and acquired means.

02

Expand Acquisition Pipeline in underserved markets such as GTA.

03

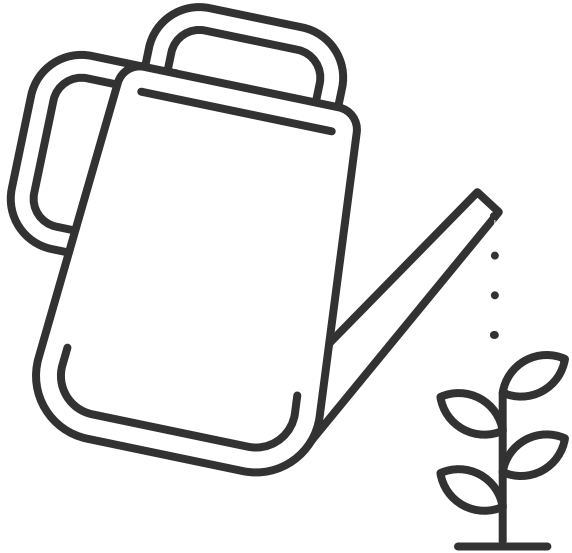
Drive Efficiencies in the business resulting in improved gross margin and EBITDA.

04

Continue to invest in our Products to innovate and add functionality.

05

Continue to drive additional digital services revenue.



Despite inflation, interest rates, and new construction trends, Tribe continues to see no signs of business downturn.

Q2 is looking very strong with 9 new construction projects already signed for Tribe's HomePro Software.

Extremely healthy pipeline with record proposals sent by both Software and Management Services sales teams.

Executing on cost saving strategies in Q2 which should result in improved gross margins and EBITDA in the back half of 2023.

Actively negotiating with multiple parties on M&A opportunities.

Q&A