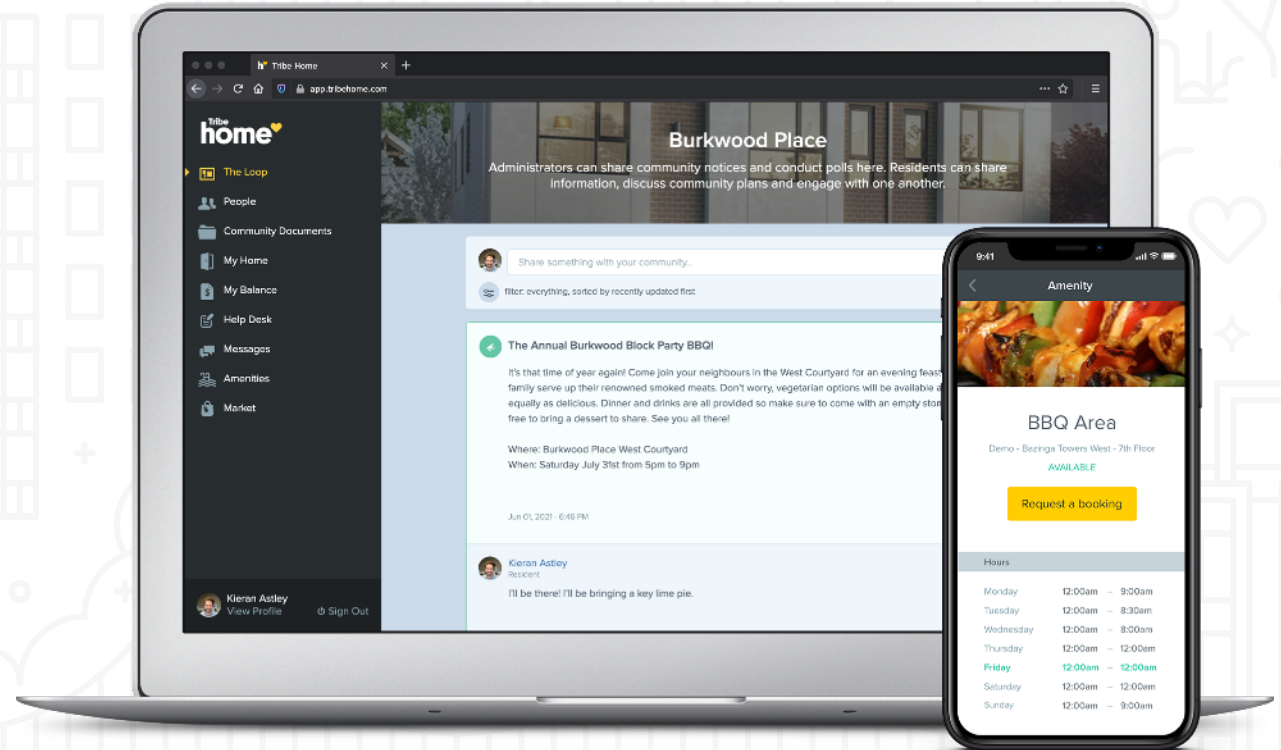


# Tribe

Community Living, Simplified

## Q2-2023 Financial Results Presentation

August 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.

	Q2-2023	Q2-2022
<b>Revenue</b>	\$4.82 million	\$4.33 million
<b>Gross Profit</b>	\$1.96 million	\$1.70 million
<b>Gross Margin%</b>	40.6%	39.2%
<b>Adjusted EBITDA</b>	(\$2.21 million)	(\$2.43 million)

**\$3.0 million Cash and cash equivalents as at June 30, 2022**

**Negotiating line of credit with major bank**

**Cost reduction strategies implemented in Q2**

*Process Improvements*

*Cost Optimizations*

*Headcount Reduction*

*Consolidation of Back-Office Systems*

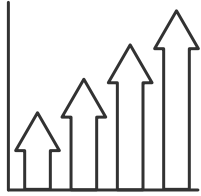


*Professional condo management firm based in Greater Toronto Area*

*Adding over 5,000 Homes Under Management*

*Over 20 years of experience with offices in Toronto and Cambridge*

*Purchase price of \$1.0 million payable in cash, shares and promissory note*



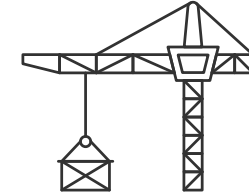
**\$4.8M**

Tribe reports Q2-2023 revenue of \$4.8 million, an increase of 11.3% over same Q2-2022.



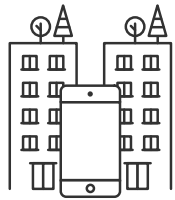
**8**

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



**9**

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



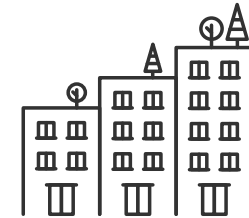
**10**

Projects using Tribe Home Pro software were onboarded and began generating revenue.



**15**

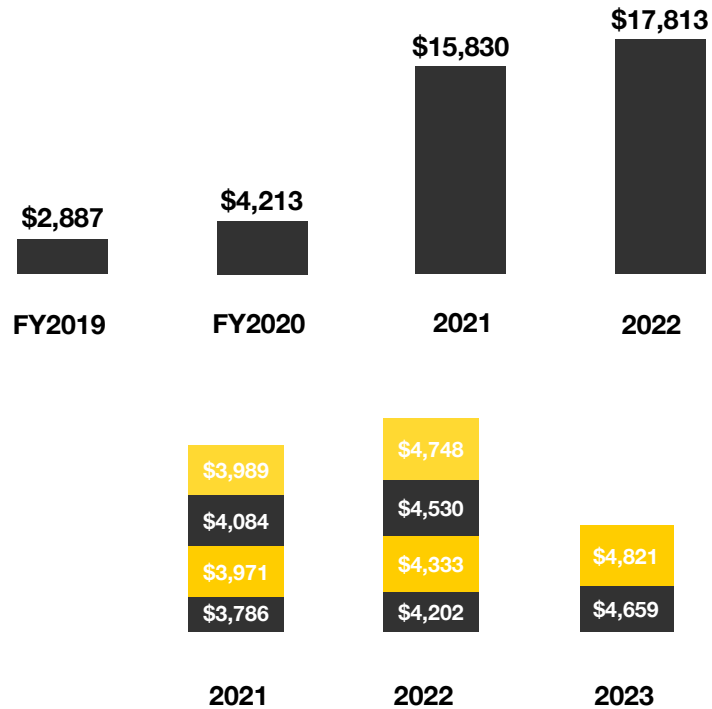
Management agreements were signed in Q2 for existing or brand new communities.



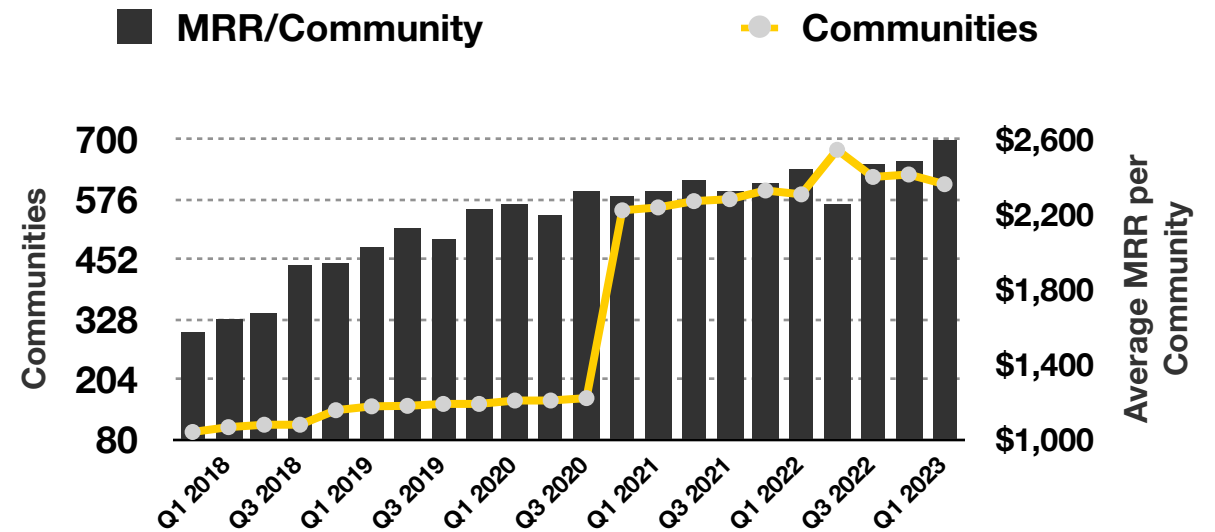
**8**

Communities were onboarded and began management in Q2.

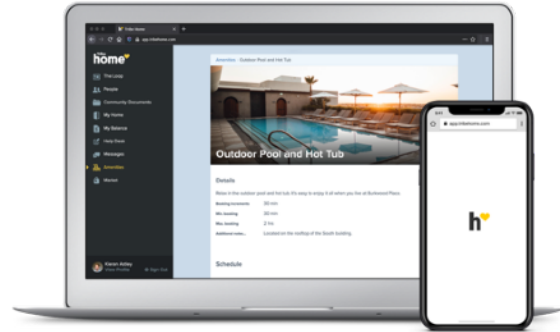
## Consolidated Revenue - (000's) (1)



## Average MRR per Community (2)

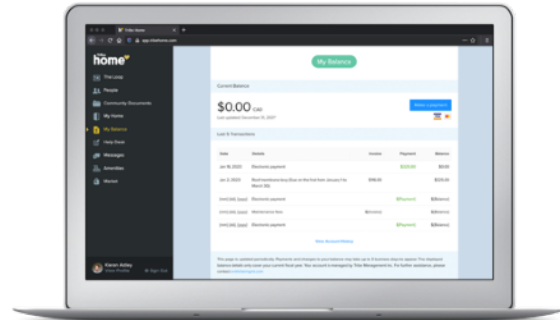


(1) Company has changed its year-end from April 30 to December 31, effective FY2021.  
 (2) Not normalized for acquired contracts.



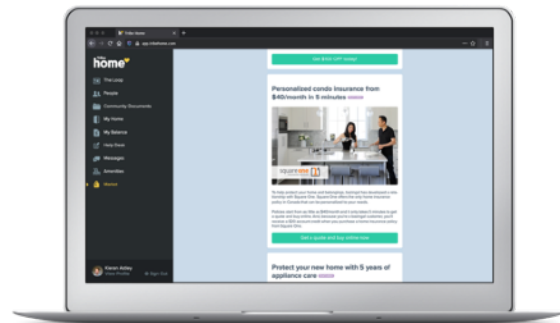
## Software and Service Recurring Revenue

*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 (Toronto).**

**03**

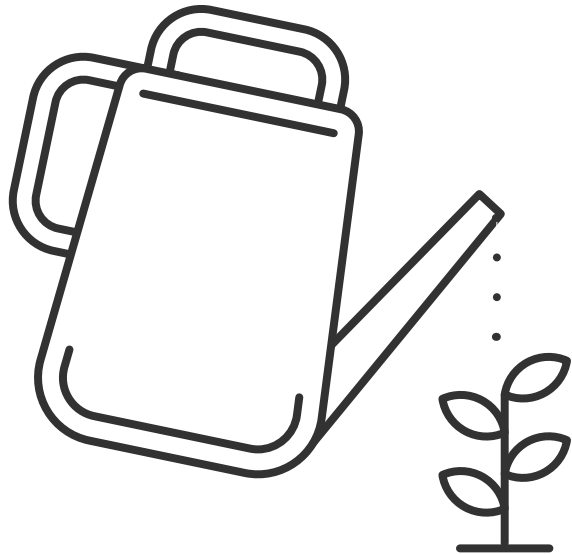
**Drive Efficiencies in the business resulting in improved gross margin and EBITDA.**

**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.***

***Q3 is looking very strong with 12 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