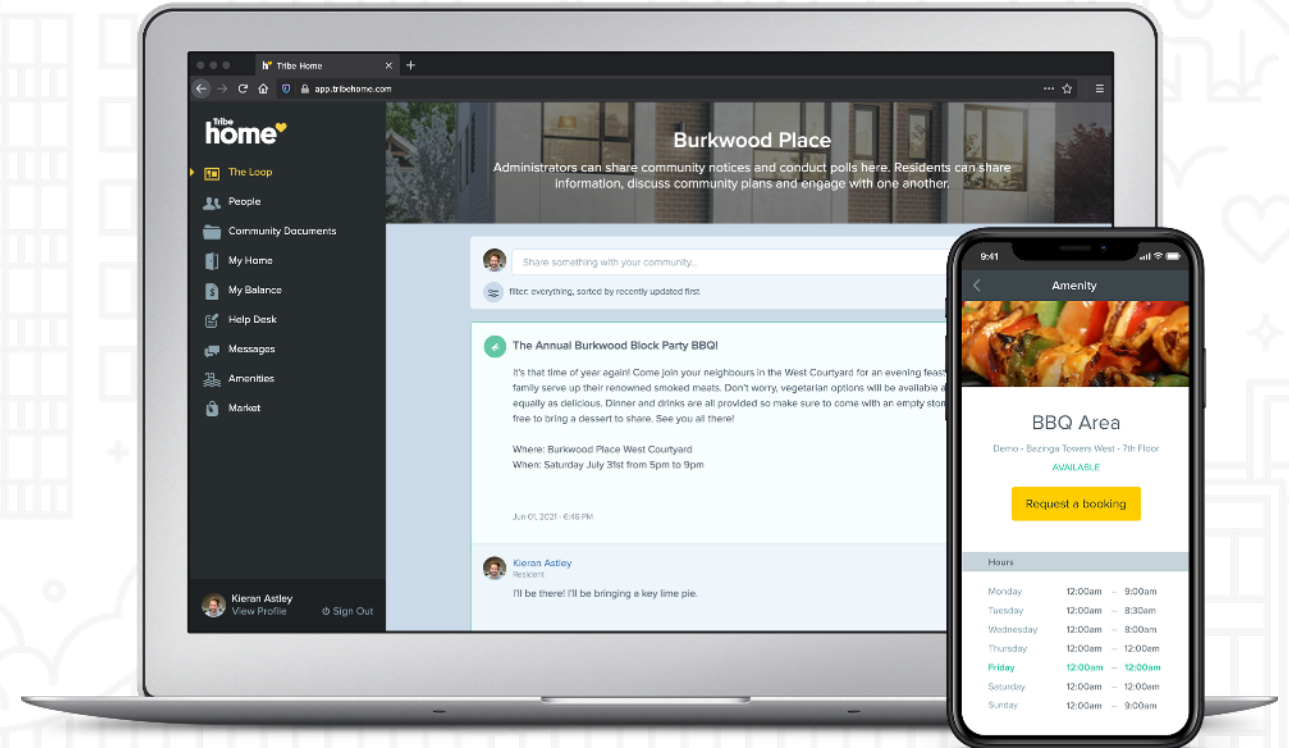


Tribe

Community Living, Simplified

TSXV : TRBE | OTCQB : TRPTF

Q3-2023 Financial Results Presentation



November 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.

34% improvement in Adjusted EBITDA (YoY)

Cost reduction and workflow optimizations result in substantial improvement in profitability

Outlook looks strong for 2024

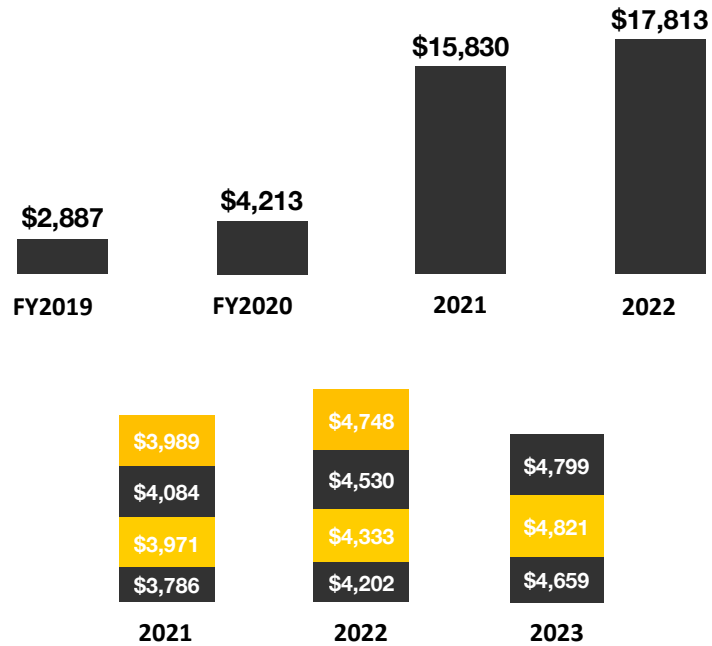
Robust pipeline of additional M&A and organic growth opportunities

Acquisition of Meritus Group anticipated closing

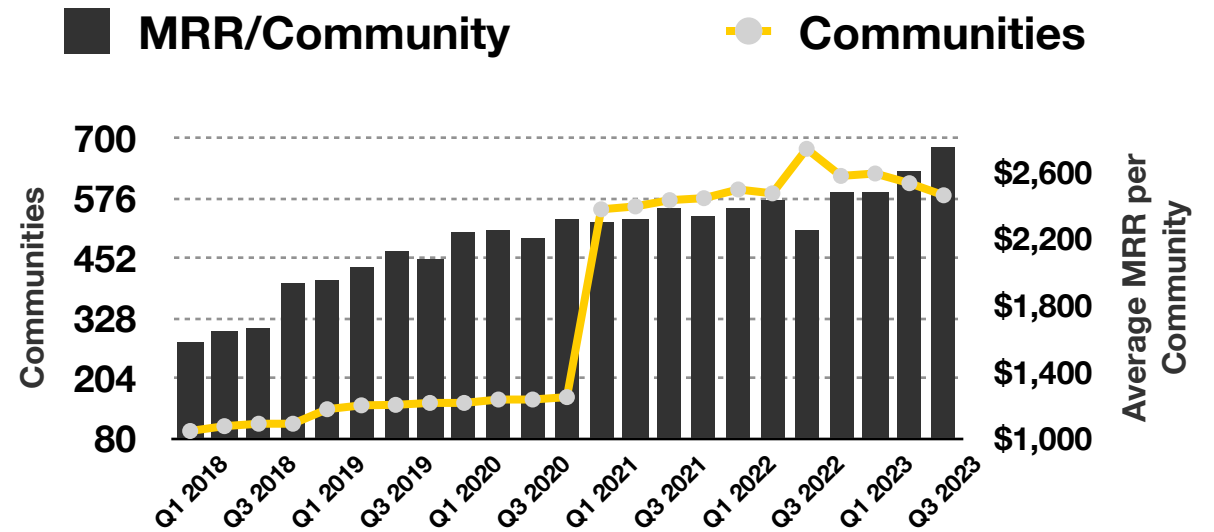
Secured \$15 million loan with Canadian Bank

	Q3-2023	Q3-2022
Revenue	\$4.8 million	\$4.53 million
Gross Profit	\$1.87 million	\$1.59 million
Gross Margin%	39.0%	35.0%
Adjusted EBITDA	(\$1.44 million)	(\$2.19 million)

Consolidated Revenue - (000's) (1)



Average MRR per Community (2)



Average Revenue per Home (3)

	Q3 2023	Q3 2022
Average MRR per home	\$35.13	\$30.57
Average transactional revenue per home	\$5.32	\$3.78
Total average revenue per home	\$40.44	\$34.35

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

(2) Not normalized for acquired contracts.

- **\$1.5 million Cash and cash equivalents as at September 30, 2022**
- **Secured definitive agreement with major bank for a senior term and acquisition facility loan for up to \$15 million**
- **Cost reduction strategies resulted in 34% improvement in Adjusted EBITDA**

Process Improvements

Cost Optimizations

Headcount Reduction

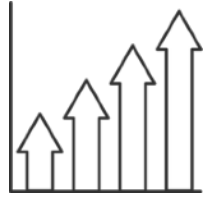
Consolidation of Back-Office Systems



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



\$4.8M

Tribe reports Q3-2023 revenue of \$4.8 million, an increase of 6% over same Q3-2022.



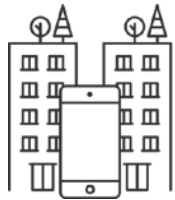
4

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



15 (29)

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



9 (20)

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



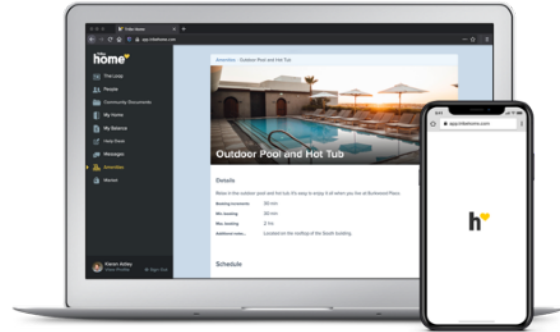
12 (32)

Management agreements were signed in Q3 for existing or brand new communities.



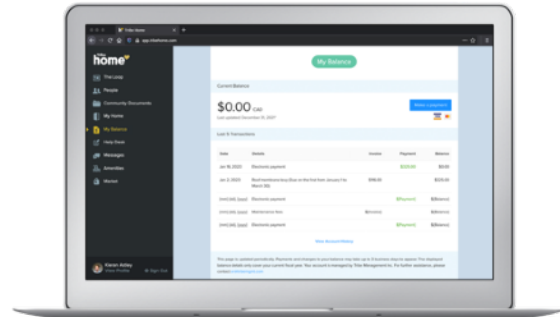
12 (33)

Communities were onboarded and began management in Q3.



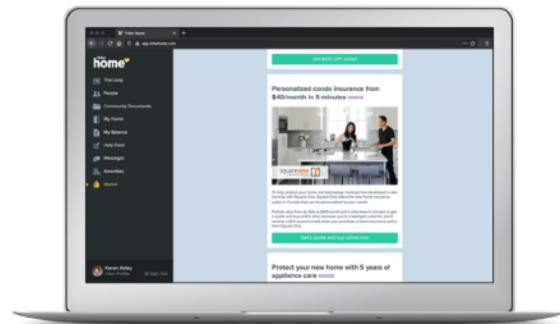
Software and Service Recurring Revenue

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.

01

Continue to drive towards profitability

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

02

Leverage national footprint & scale to achieve significant digital services revenue

Meritus Group acquisition should provide a boost in Q4 and 2024 revenue

03

Expand acquisition pipeline, Increasing our geographic footprint in Canada and beyond

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

Continuing to execute on cost saving strategies which will result in improved gross margins and EBITDA heading into 2024

Actively negotiating with multiple parties on M&A opportunities

Q&A