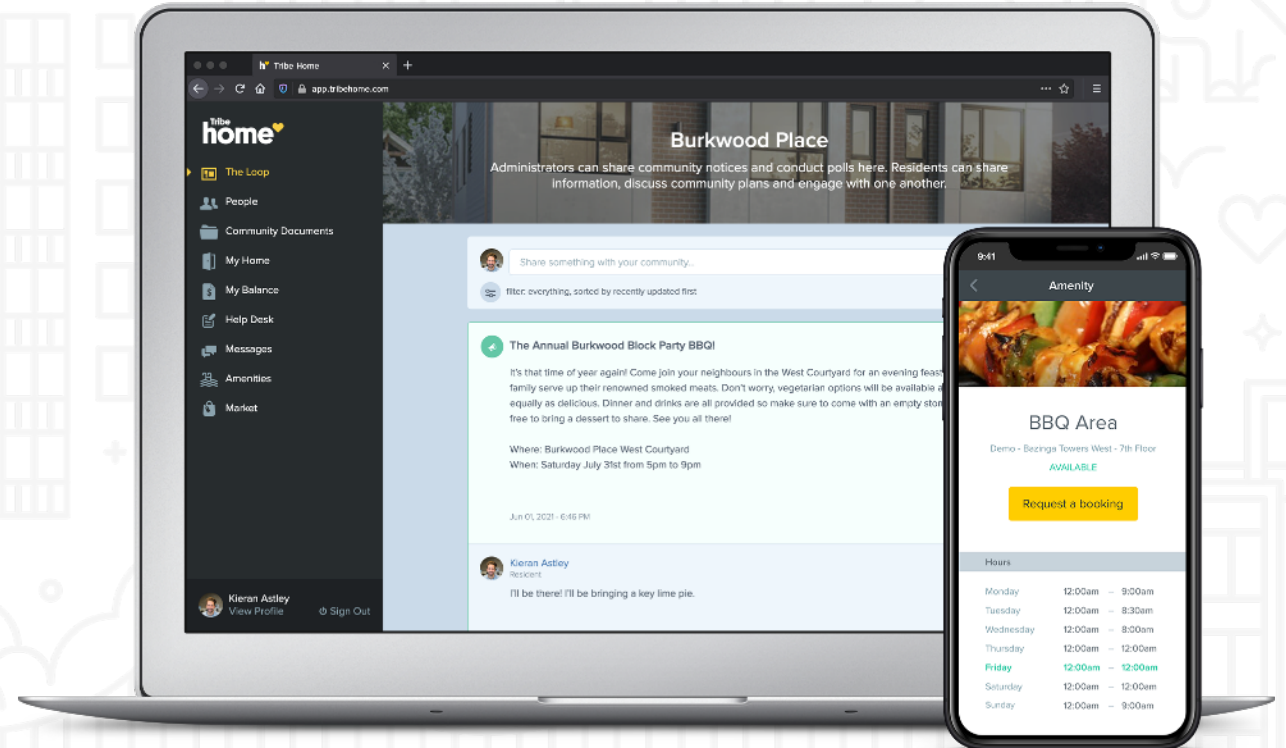


Tribe

Community Living, Simplified

TSXV:TRBE | OTCQB:TRPTF

Q4 & Year-End 2023 Financial Results Presentation



May 2024

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.

Record Revenue in Q4 and full year 2023

51% improvement in Adjusted EBITDA (YoY) driven by cost reduction and workflow optimizations

*Gross margin of **47%** in Q4-2023, compared to **37%** in Q4-2022*

Outlook looks strong for 2024

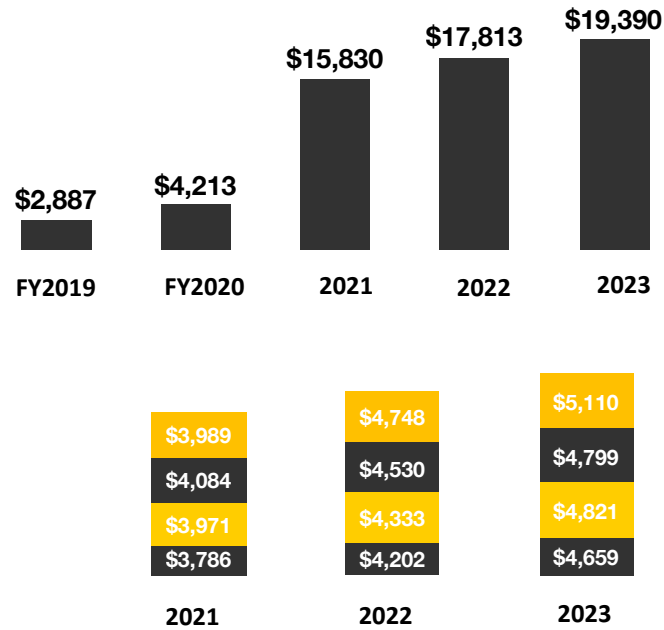
Robust pipeline of additional M&A and organic growth opportunities

Acquisition of Meritus Group completed

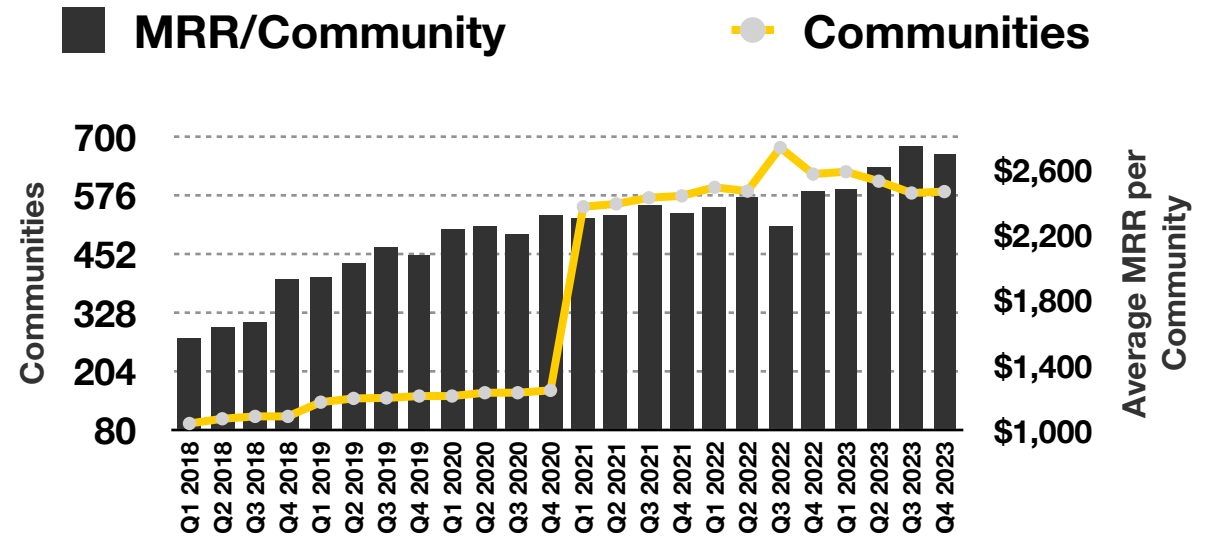
	Q4-2023	Q4-2022
Revenue	\$5.11 million	\$4.75 million
Gross Margin%	46.7%	36.7%
Adjusted EBITDA	(\$1.03 million)	(\$2.08 million)

	2023	2022
Revenue	\$19.39 million	\$17.81 million
Gross Margin%	41%	37.9%
Adjusted EBITDA	(\$6.56 million)	(\$8.18 million)

Consolidated Revenue - (000's) (1)



Average MRR per Community (2)



Average Revenue per Home

	Q4 2023	Q4 2022
Average MRR per home	\$31.79	30.59
Average transactional revenue per home	\$5.11	\$3.33
Total average revenue per home	\$36.90	\$33.92

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

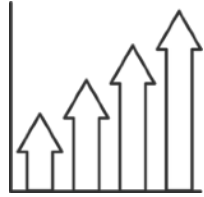
(2) Not normalized for acquired contracts.



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



\$5.1M

Tribe reports Q4-2023 revenue of \$5.1 million, an increase of 8% over same Q4-2022.



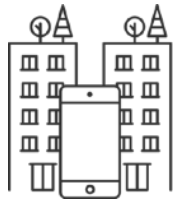
3 (21)*

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



8 (37)

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



14 (34)

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



18 (50)

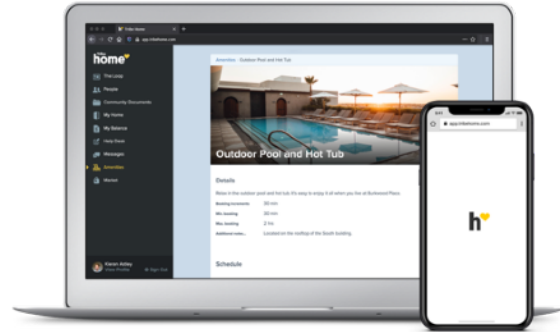
Management agreements were signed in Q4 for existing or brand new communities.



22 (55)

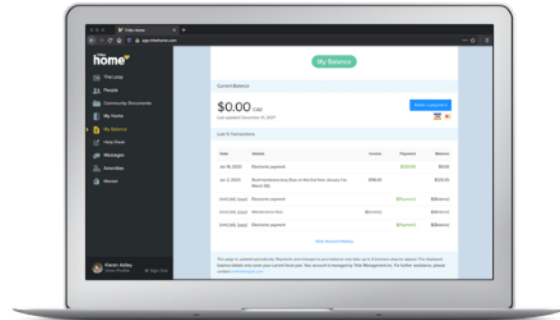
Communities were onboarded and began management in Q4.

* Number in brackets 2023 annual total.



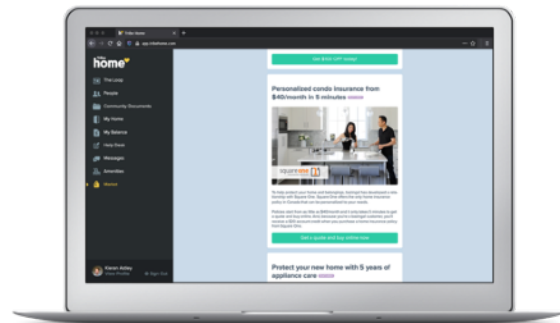
Software and Service Recurring Revenue

\$16.90 million in 2023



Transactional Revenue

\$2.08 million in 2023



Digital Services & Partnerships Revenue

0.40 million in 2023

01**Increase Monthly Recurring Revenue.****02****Complete additional acquisitions to augment organic growth and add incremental EBITDA.****03****Drive Efficiencies in the business to improve profitability.****04****Increase partnership revenue per community.**

01

Continue to drive towards profitability

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

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

Extremely healthy pipeline of proposals

Expect strong revenue in Q1-2024, boosted by contribution from Meritus Group acquisition.

Actively negotiating with multiple parties on M&A opportunities

02

Leverage national footprint & scale to achieve significant digital services revenue

03

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

Q&A