



Community Living, Simplified

Q1 2024 Financial Results Presentation

50 | Technology **Fast 50**
2023 CANADA **FAST 50 WINNER**
Deloitte.

500[™] | Technology **Fast 500**
2023 NORTH AMERICA
Deloitte.



This presentation does not constitute an offer to sell, or a solicitation of an offer to buy, any securities of, or to engage in any other transaction with Tribe Property Technologies Inc. (“Tribe” or the “Company”) or any other person. None of the Company’s securities have been registered with or approved or disapproved by the U.S. Securities and Exchange Commission or by any state or foreign securities commission nor has the U.S. Securities and Exchange Commission or any state or foreign securities commission reviewed or passed upon the accuracy or adequacy of this presentation. No independent person has confirmed the accuracy or truthfulness of the information contained in this presentation, nor whether it is complete. Any representation to the contrary is illegal. The information in this document is not targeted at the residents of any particular country or jurisdiction -and is not intended for distribution to, or use by, any person in any jurisdiction or counter-where such distribution or use would be contrary to local law or regulation. Tribe reserves all rights in and to this presentation. Presentation prepared as of May 2024. Subject to change.

Cautionary Statement Regarding Forward-Looking Information.

This presentation may contain certain “Forward-Looking Statements” within the meaning of the United States Private Securities Litigation Reform Act of 1995 and applicable Canadian securities laws regarding the Company and its business. When or if used in this news release, the words “anticipate”, “believe”, “estimate”, “expect”, “target”, “plan”, “forecast”, “may”, “schedule” and similar words or expressions identify forward-looking statements or information. Forward-looking statements or information in this presentation may relate to statements with respect to the aims and goals of the Company; financial projections; growth plans including future prospective consolidation in the property management sector; future acquisitions, future bank and/or equity financing by the Company; beliefs of the Company with respect to the independent owner-investors market; prospective benefits of the Company’s platform; and other factors or information. Such statements represent the Company’s current views with respect to future events and are necessarily based upon a number of assumptions and estimates that, while considered reasonable by the Company, are inherently subject to significant business, economic, competitive, political and social risks, contingencies and uncertainties. Many factors, both known and unknown, could cause results, performance or achievements to be materially different from the results, performance or achievements that are or may be expressed or implied by such forward- looking statements. The Company does not intend, and do not assume any obligation, to update these forward-looking statements or information to reflect changes in assumptions or changes in circumstances or any other events affecting such statements and information other than as required by applicable laws, rules and regulations.

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 Q1-2024

27% improvement in Adjusted EBITDA (YoY) driven by cost reduction and workflow optimizations

First full quarter with Meritus Group Acquisition

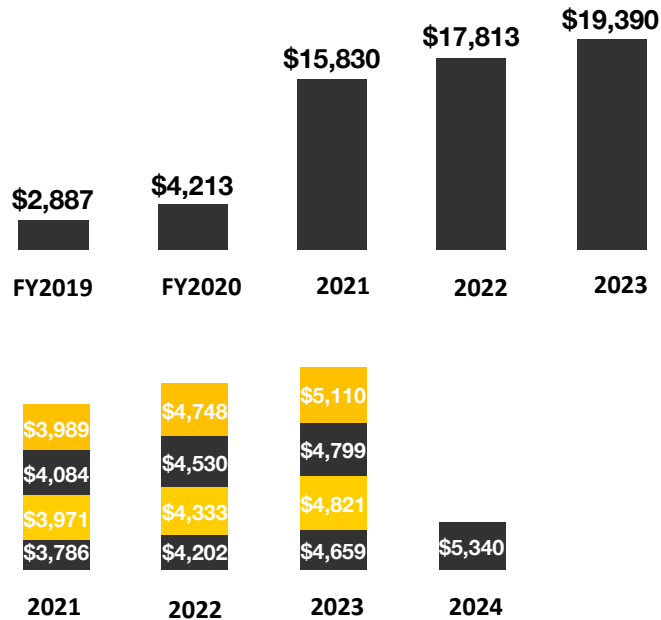
Recent announcement of the acquisition of DMSI Holdings

Tribe's proforma annualized revenue run-rate now over \$31 million

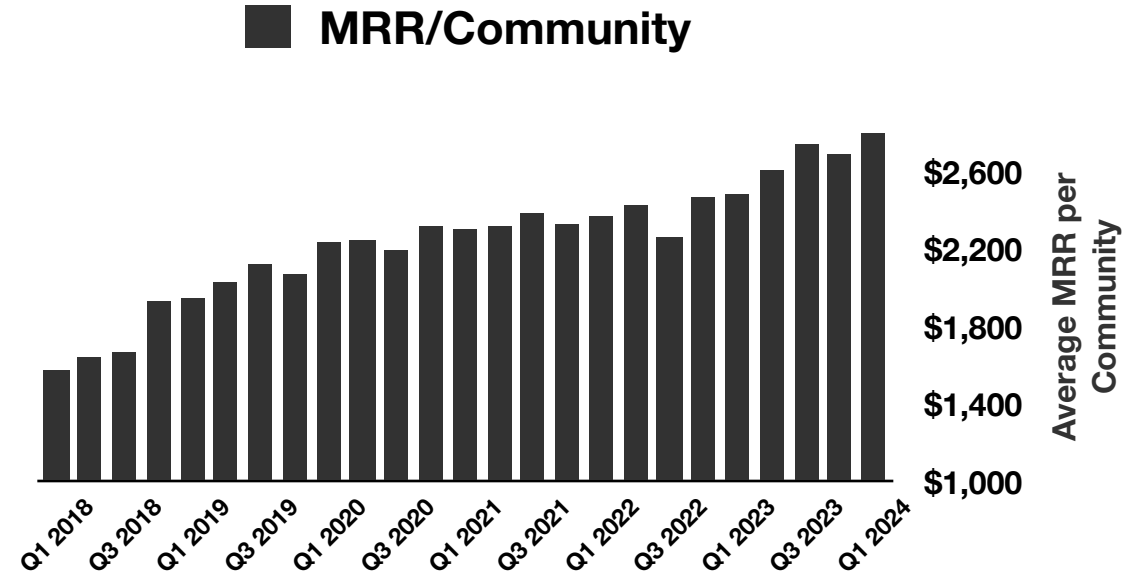
Outlook looks strong for remainder of 2024 with continued focus on improving profitability

	Q1-2024	Q1-2023
Revenue	\$5.34 million	\$4.66 million
Gross Profit	\$1.84 million	\$1.44 million
Gross Margin%	39.2%	37.5%
Adjusted EBITDA	(\$1.36 million)	(\$1.86 million)

Consolidated Revenue - (000's) (1)



Average MRR per Community (2)



Average Revenue per Home

	Q1 2024	Q1 2023
Average MRR per home	\$32.80	31.95
Average transactional revenue per home	\$3.58	\$3.94
Total average revenue per home	\$36.38	\$35.89

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

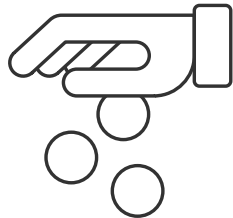
(2) Not normalized for acquired contracts.



Recurring Revenue

MRR from Software Licensing & Management Services fees for:

- Strata/Condo
- Rental
- Commercial
- New construction projects



Transactional Revenue

Revenue from the following types of transactions:

- Data Reporting and Access
- Banking Services
- Rental/Lease-Up Services
- Special Projects
- 30+ offers in Tribe's digital marketplace for homeowners
- Smart-building product installations such as digital parcel delivery systems
- Financial & insurance services

Cost reduction strategies resulted in 27% improvement in Adjusted EBITDA

Process Improvements

Cost Optimizations

Headcount Reduction

Consolidation of Back-Office Systems

Tribe has signed an agreement to acquire DMSI Holdings a Toronto-based leader in rental and commercial management services.

The **DMS** Group

DMS Property Management

Multi-residential rental property management

Del Management Solutions

Government contracts and project management services

Delcom Management Services

Commercial management services

Location:
Toronto, ON

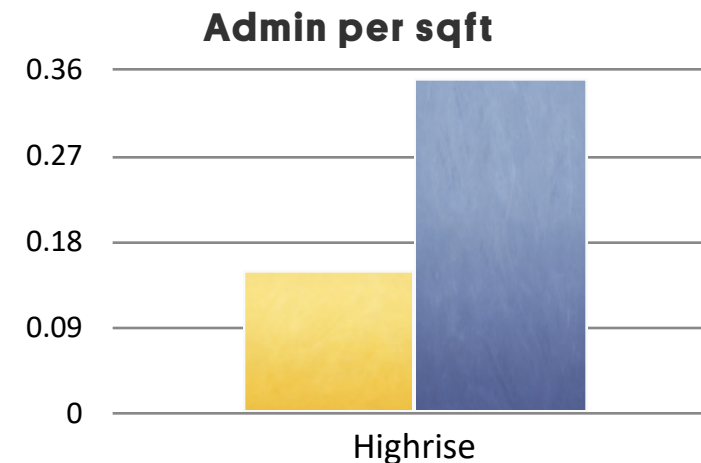
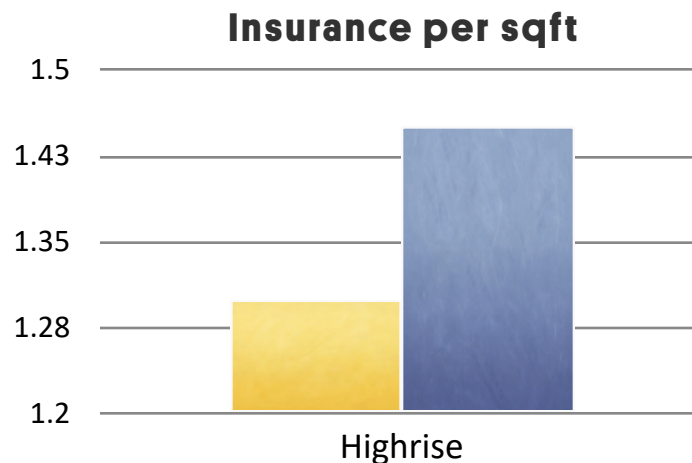
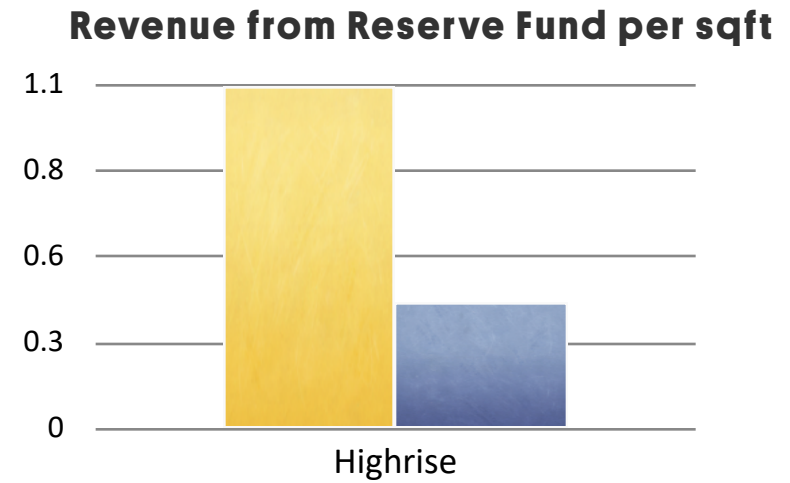
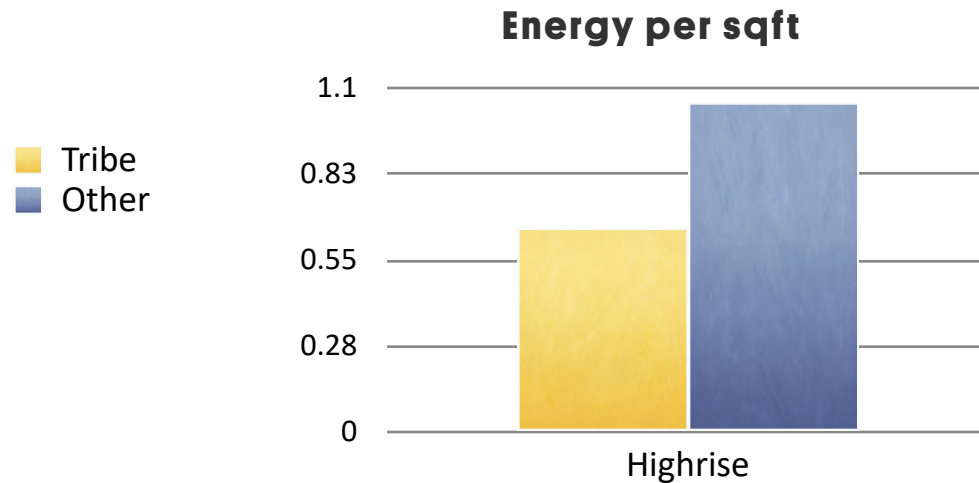
2023 Revenue:
\$12M Revenue*

Net income before tax:
\$2.4M*

Would propel Tribe's proforma annualized revenue run-rate to:
\$31M

**Internal consolidated unaudited financial results for the 12-month period ending December 31, 2023*

Tribe manages for the future, leveraging scale, operational efficiencies, green partnerships and data to pass on cost-savings to the ownership, while readying the building for the road ahead.



Source: Eli Report 2024

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****Continue to innovate by investing in our software platform.**

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

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

03

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

Healthy pipeline of proposals sent by both Software and Management Services sales teams

Expect record revenue in Q2-2024, boosted by contribution from DMSI acquisition.

Q&A