

Tribe Property Technologies (Tribe) is a leading provider of technology-enabled property management solutions. Offering both a property management platform as well as services for building and managing residential communities, Tribe aims to offer the most comprehensive and innovative solutions to drive transformative advancements in the property management industry.

## Why Invest?



### Disrupting An Industry

People-focused model enables the provision of additional value-added products and services that improve the experience of residential community living from smart building technology and building automation to in-home services.



### Leading Digital Platform

Fully integrated digital platform that services a wide variety of stakeholders which lowers customer acquisition costs and increases stickiness leading to a low churn rate.



### Proven Acquisition Track Record

Purchased 12 companies to date, in a fragmented market that can be acquired at service multiples.



### Strong Financial Performance

Strong growth profile with revenue growth from less than \$3 million in 2018 to \$17.81 million as of December 2022, with monthly recurring revenue comprising the majority.



### Rapid Market Growth

Community living accounts for over 95 million people as of 2021. Payments of over \$100 billion were collected from owners in communities in 2021\*.



### Experienced Management Team

Large insider ownership that aligns shareholders and management, led by an executive team with hyper-growth, tech, product, capital markets and property management expertise and supported by an experienced and influential Board of industry leaders.

\*This does not include rental community maintenance. (1) Source: [Community Associations Institute National Statistical Review for 2021](#).

## Total Addressable Market

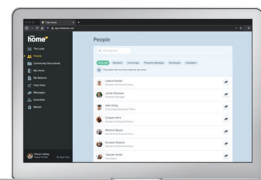
# \$110B

## Property Management Services Market (Condo & Rental)

# \$2.9B

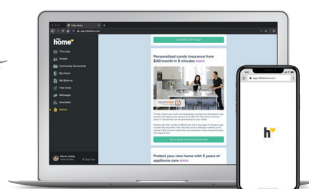
## Property Management Software Market Worth

## Tribe Tech-Backed Service Solutions



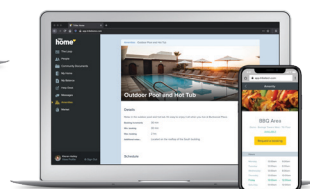
### Digital Owners Engagement and Information Access

### Digital Marketplace for Owners and Communities



### Community Spending Benchmarking

### Digital Shared Services for Communities



### Day-To-Day Management Services

## Tribe Clients & Benefits

### Strata & HOAs

- Council Voting Tool
- Building Health Reports
- Important Records & Documents
- Communication Records

### Building Developers

- Tools to Track All Deficiencies
- Access to Building Data
- Digital Owners' Manuals

### Owners

- Easy Payments
- Exclusive Community Offers
- Bookable Amenities & Help Desk
- Trackable Communication

### Landlords

- Communication Tools
- Online Payment Processing
- Access to Records
- Online Payments
- Improved Workflows

### Property Managers

- More Efficient Processes & Tools
- Ability to Focus on Service
- Improved Industry Reputation

## Team Leadership



**Joseph Nakhla**  
CEO & Tribe Founder



**Angelo Bartolini**  
President & CFO



**Dan Feeny**  
COO

## Three Revenue Generators

### Software & Service Recurring Revenue

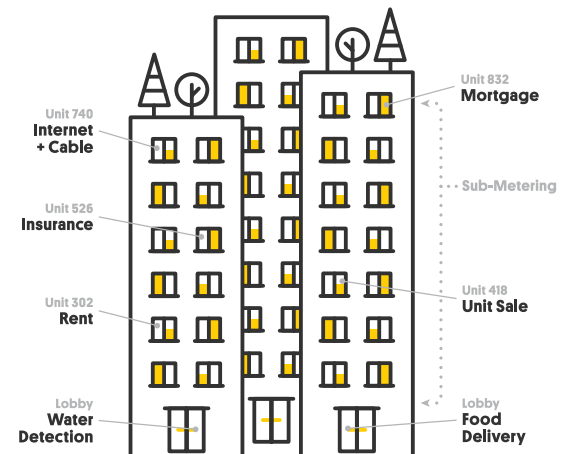
Investors/Asset Managers - Rental Communities  
Developers - New Communities  
Condo Corps - Existing Communities

### Transactional Revenue

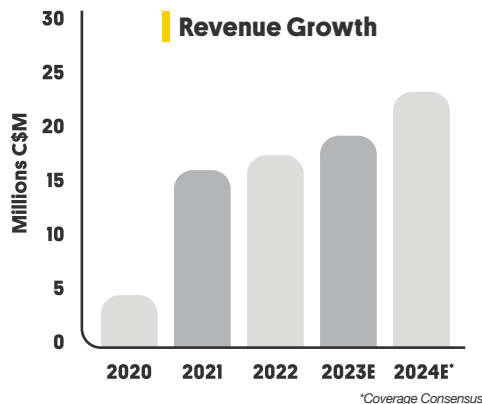
Transactional Fees (Rent or Condo fees)  
Data Reporting and Access  
Banking Services  
Rental/Lease-Up Services  
Special Projects

### Digital Services & Partnerships Revenue

Community Smart-Building Products  
In-Home Marketplace  
Financial Services  
Insurance Services



## Key Goals for 2024



- 1 **Increase Monthly Recurring Revenue through both organic & acquired means.**
- 2 **Expand Acquisition Pipeline in underserved markets such as GTA.**
- 3 **Drive Efficiencies in the business resulting in improved gross margin & EBITDA.**
- 4 **Continue to invest in our Products to innovate and add functionality.**
- 5 **Continue to drive additional digital services revenue.**

## Stock Chart

	Millions #
Basic Shares Outstanding	21.21
Share Warrants (@ \$5.10)	5.25
Options/Comp Options	1.39
<b>Total:</b>	<b>27.85*</b>

\* September 30, 2023

