

Tribe

Build. Manage. Live.

TSXV: TRBE | OTCQB: TRPTF

Investor Presentation

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

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



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Cautionary Note On Use of Non-GAAP Measures.

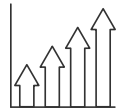
Note that for purposes of this section, GAAP refers to IFRS. The Company believes that investors use certain non-GAAP measures as indicators to assess companies such as ours. They are intended to provide additional information and should not be considered in isolation or as a substitute for measures 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 "Average Digital Cost Per Lead", "Average Cost per Community Acquisition", "Monthly Recurring Revenue (MRR)", "Gross Profit", and "EBITDA". 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.

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.



Disrupting a Growth Industry



Strong Financial Performance



Proven Acquisition Track Record



Experienced Management Team



Leading Digital Platform

Head Office:

Vancouver, BC

Public since:

2021

CEO:

Joseph Nakhla

Market Cap:

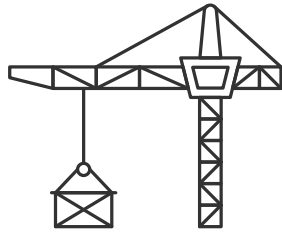
\$11M

2024 (est):

\$23.3M Revenue*

**Estimate based on analyst consensus*

As a leading provider of data-led property management solutions, Tribe makes it easy to **Build, Manage, and Live in sustainable communities; designed for the future.**



Build



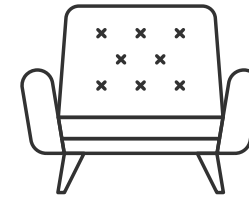
Pre- and post-construction tools for real estate developers. **Track** project deficiencies, **digitize** building data and owners' manuals, and **facilitate** the handover of a completed community to owners and property managers.



Manage



Tech-backed property management services that drive operational **efficiencies**, streamline **service** delivery, and manage for the **future**. Tribe's management solutions support Managers, Councils and Boards for long-term **success**.



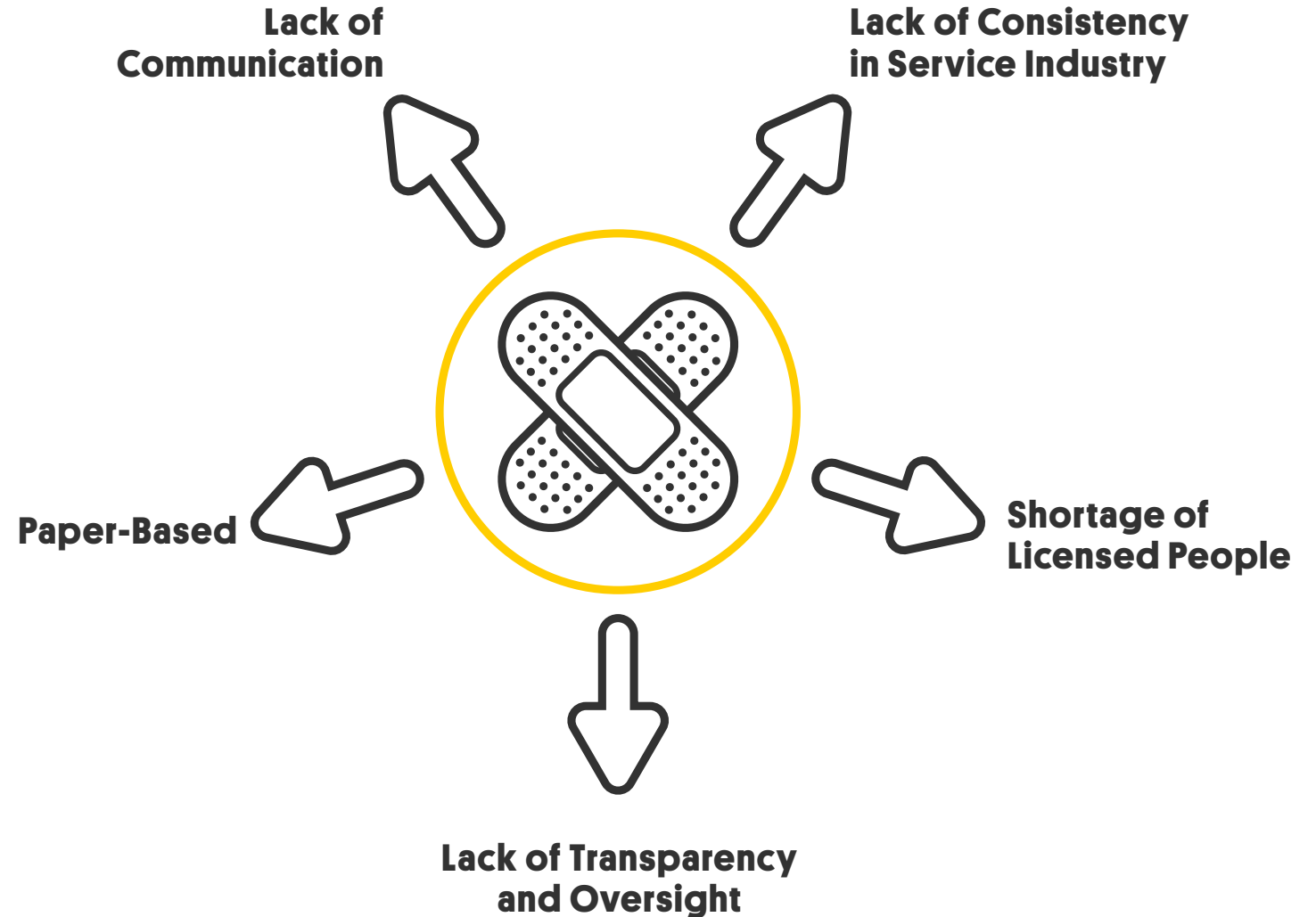
Live



Tools and services to **support** daily living needs. Improved **communication**, bookable building amenities and a digital marketplace for residents; while providing owners **access** to important information about the **health** of their community.

Communities are becoming more complex and inter-connected than ever before.

Lack of digitization in the Property management industry.





Tribe Clients & Benefits

Stratas & HOAs

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

Building Developers

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

Owners

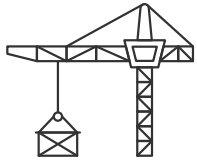
- Easy Payments
- Exclusive Community Offers
- Bookable Amenities & Help Desk
- Trackable Communication

Landlords

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

Property Managers

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



BUILD

78%

of new housing built for sale is community associations

97%

of multifamily construction starts are rental

\$10B

Projected 2023 revenue for US construction software market



MANAGE

\$110B

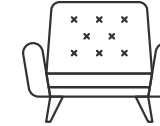
Property Management Services Market (Condo & Rental)

\$2.9B

Property Management Software Market Worth

358,000

Managed Communities (HOAs, Condos)



LIVE

95M

Residents living in community associations (HOAs/Condos)

\$5.5T

Global e-commerce market in 2023

One-stop-shop for Building, Managing and Living in Multi-Family Communities

**Pre and Post
Construction
Software**



**AI Community
Benchmarking**



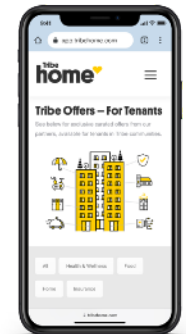
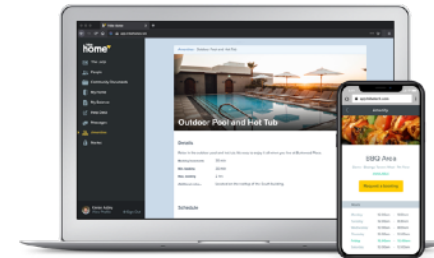
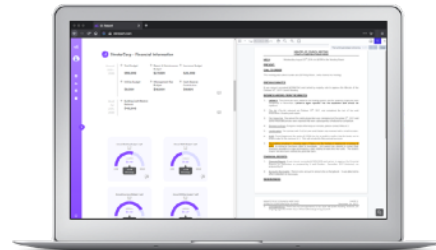
**Property
Management
Services and
Software**



Resident Apps



**Digital
Marketplace
for Owners &
Residents**



We're simplifying the complexities around residential community living with tech-enabled solutions like nothing else in the market.

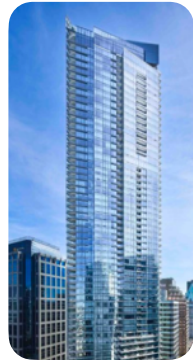
Buildings (Strata & Condo Corps)



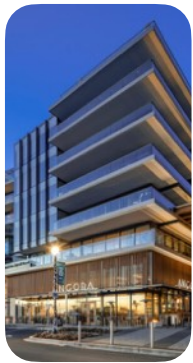
Aqua



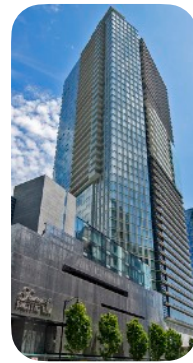
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on 10th



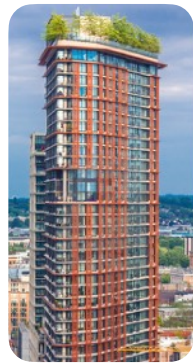
Shangri-La



Grosvenor
-Ambleside



Fairmont
Pacific Rim



Woodwards

Real Estate Developers (100+)



REITS & Real Estate Investors



Tribe connects clients with curated partnerships that harness the purchasing power of the community. With over 30 active partners, Tribe clients can find services from insurance to trades people to food delivery.

Insurance

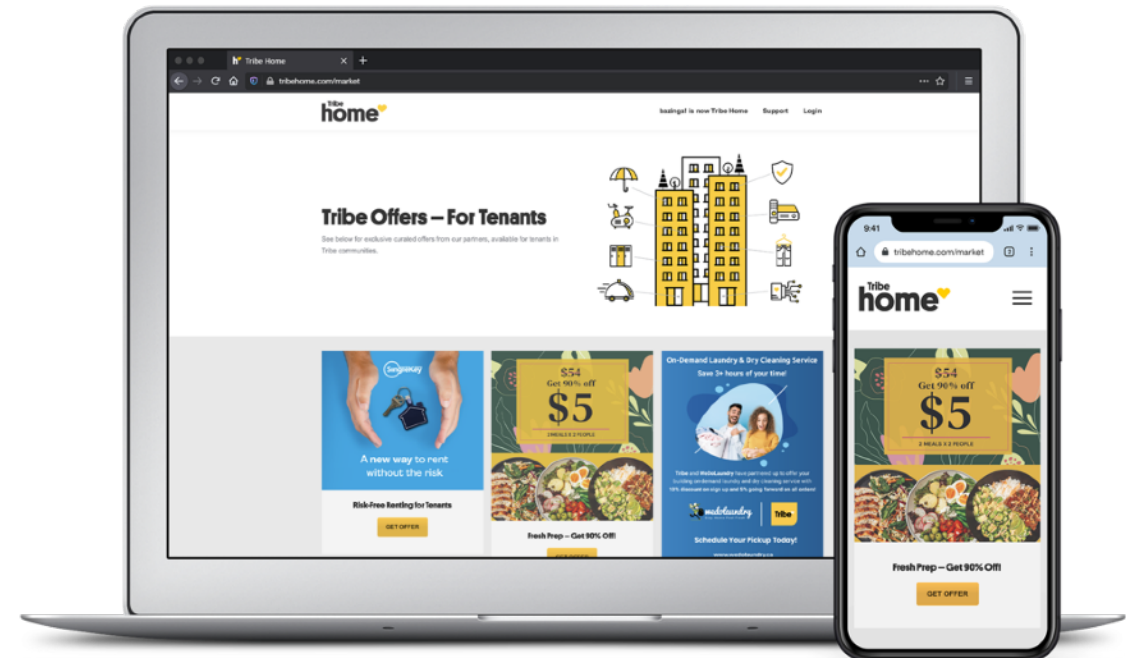
60% of Canadian condos are under-insured
47% Tribe conversion rate

Electric Vehicles

Electric car sales have **tripled** in three years
14% of vehicles sold in 2022 were electric

Telecom

25% off internet, cable, and phone bundles

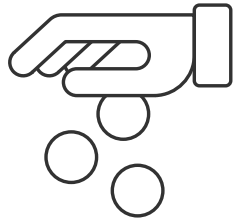




Recurring Revenue

MRR from Software Licensing & Management Services fees for:

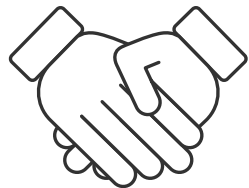
- Strata/Condo
- Rental
- Commercial
- New construction projects



Transactional Revenue

One-off fees from the following types of transactions:

- Data Reporting and Access
- Banking Services
- Rental/Lease-Up Services
- Special Projects



Partnerships Revenue

Partnership Revenue includes:

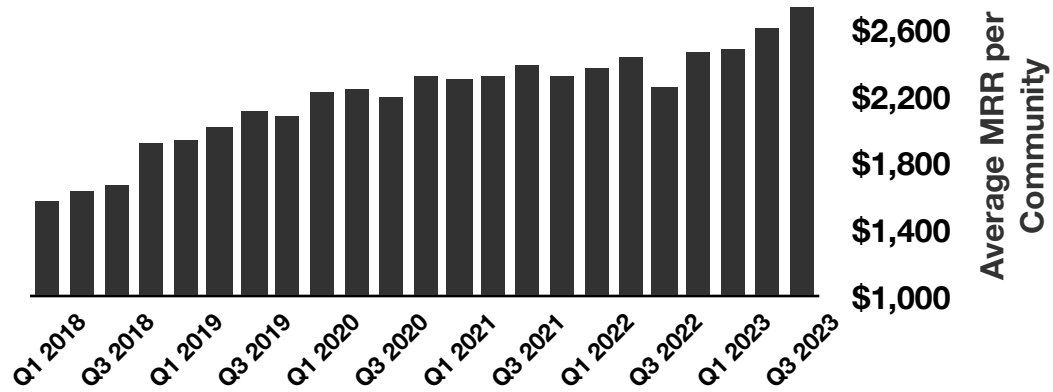
- 30+ offers in Tribe's digital marketplace for homeowners
- Smart-building product installations such as digital parcel delivery systems
- Financial & insurance services

Traditional Property Management:

\$20/Home + \$2 Ops Transactions

30-35% Gross Margin
10-15% Churn

■ MRR/Community



(1)Not normalized for acquired contracts.

Tribe-Digitized Property Management*:

\$34/Home and \$6 Ops Transactions
and Digital Partnership Revenue

39% Gross Margin*
5% Churn*

\$34	Revenue Per Home
\$6	Ops Transactions
\$1.1**	Insurance Sales**
\$2.25**	Sub-Metering**
\$2**	Grocery Delivery**
\$1.50**	Telecomm**
++	Other**
\$45++	Potential Total

** Examples of Digital Partnerships Program Revenue

*September 30, 2023



Organic Growth

Tribe has a pipeline of more than \$5 million ARR in organic management services revenue through 2024-2025 and a \$1.2 million pipeline for software licensing through 2024.



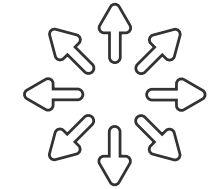
Mergers and Acquisitions

Tribe is positioned to execute on an aggressive M&A opportunity of Property Management and Prop-Tech companies in North America, with 12 successful acquisitions under our belt.



Expanding Our Revenue Streams

Tribe is adding partners and providing additional services for all stakeholders.



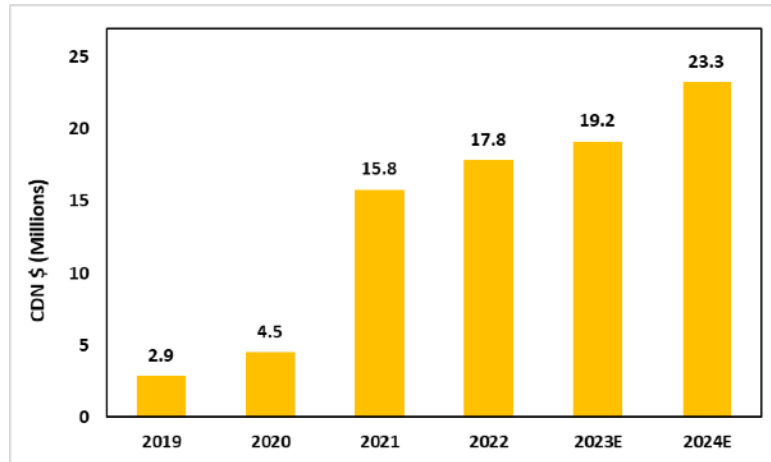
Increasing Our Scale

With a national footprint Tribe is powering growth through increasing scale and expanding into new geographic regions while achieving cost optimization with the company's shared services infrastructure.

	Q3-2023	Q3-2022
Revenue	\$4.8 million	\$4.5 million
Gross Profit	\$1.87 million	\$1.59 million
Gross Margin%	39.0%	35.0%
Adjusted EBITDA	(\$1.44 million)	(\$2.19 million)

- 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 facility with Canadian Bank

Annual Revenue



2023E & 2024E are estimates based on Stifel GMP and Eight Capital analyst projections.

Tribe is positioned to execute on an aggressive M&A opportunity of Property Management and Prop-Tech companies in North America.

Acquisition Criteria

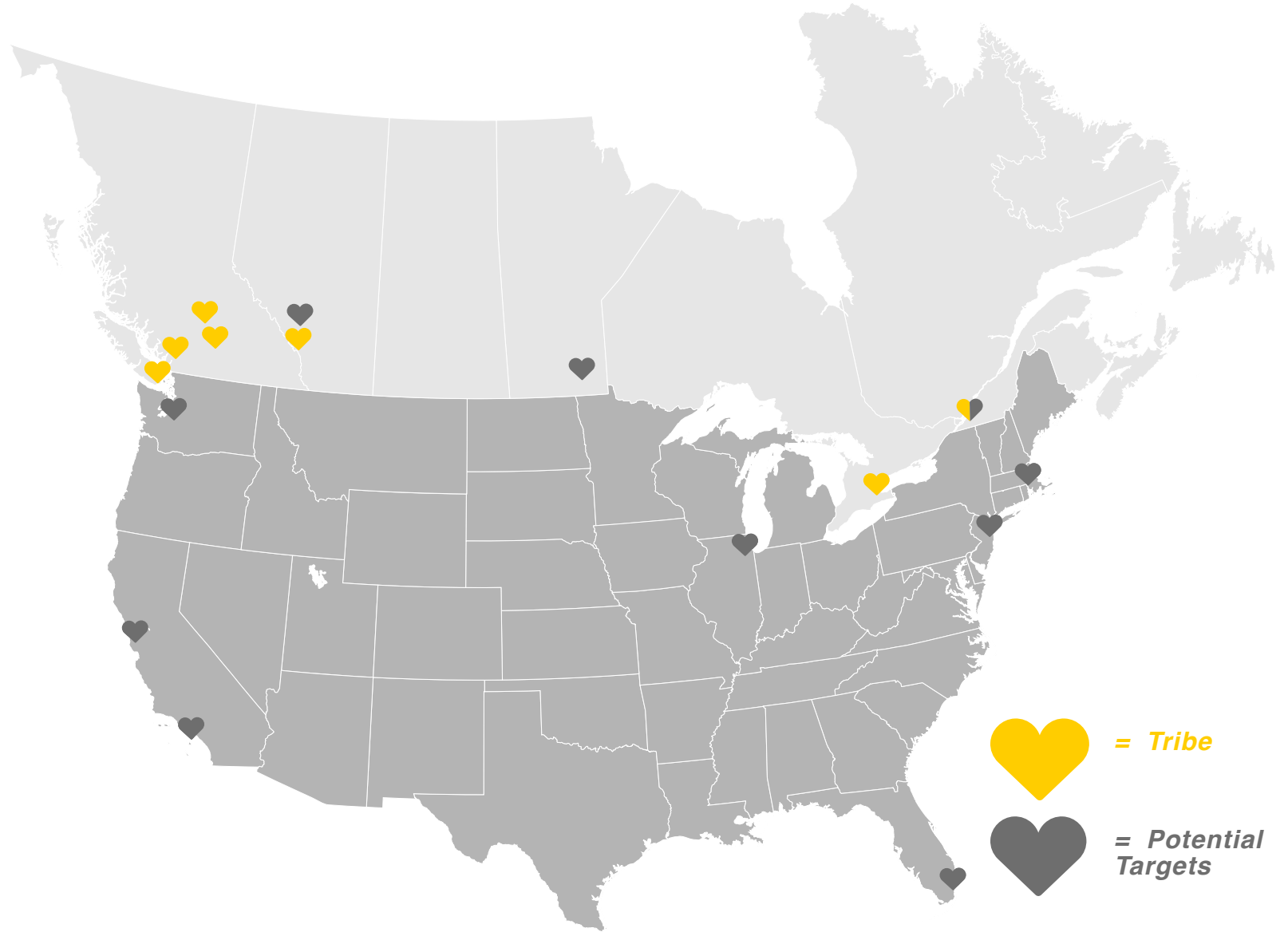
- ✓ EBITDA + Multiple Accretive
- ✓ Expand Addressable Market (self-managed)
- ✓ Geographic Expansion
- ✓ Tech Expansion
- ✓ New Verticals

Canadian Footprint

- Over 45,000 homes under management
- Top 10 Condo Management Company Nationally*
- Top 10 Rental Management Company Nationally*
- One of the largest Residential Rental Managers in BC
- Developer Relationships across the Country
- Big Institutional Footprint
- Primary Targets: Toronto, Montreal
- Secondary Targets: Edmonton, Winnipeg

US Target Markets

- Seattle
- Los Angeles
- San Francisco
- Boston
- Chicago
- New York
- Miami



= Tribe

= Potential Targets

*Sources: https://issuu.com/riccardo11/docs/cpm_april_2022

	millions#
Basic Shares Outstanding	21.21
Share Warrants (@ \$5.10)	5.25
Options / Comp Options	1.39
Fully Diluted	27.85*



Top 5 Shareholders

Name	%
AIG	21.2
TY & Sons	14.8
PROPELR	12.5
Joseph Nakhla (Tribe CEO)	10.1
Peterson	7.4

Analyst Coverage

Firm	Analyst
Eight Capital	Kiran Sritharan
Stifel GMP	Suthan Sukumar

*September 30, 2023



Joseph Nakhla
CEO

Joseph founded Tribe in 2011. Prior to this, he was Chief Operating Officer of TIO Networks, a former TSX listed company that was acquired by Paypal. Joseph currently serves on the Policy Advisory Council of the Downtown Vancouver Business Improvement Association. He is also a board member of OctoAI Technologies Corp. and Minehub Technologies Inc.



Angelo Bartolini
President & CFO

Angelo is an accomplished executive leader with over 30 years of experience in a public company setting, where he recently led as CFO of Altus Group for more than 12 years. During his tenure at Altus Group, Angelo helped drive transformative growth and significant shareholder value. He also held senior financial roles with the Canadian division of The Home Depot and Canadian Tire Corp.



Scott Ullrich
Executive VP
Management Services

Scott has spent his career in property management. Previously as CEO of Gateway Property Management (now a Tribe company) he oversaw its operations for decades. As Executive VP of Management Services, he continues to oversee management across the country and work in a strategic capacity.



Danielle Fiddick
VP, Strategic Initiatives &
Governance Officer

Danielle has over 15 years of experience in strategic management, M&A, operational excellence, corporate growth and continuous improvement. She has gained a verifiable track record in steering strategic outcomes, mitigating risk, and ensuring compliance.



Shobana Williams
VP Investor Relations

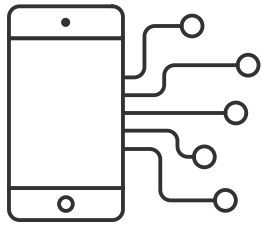
Shobana brings over 15 years of experience in investor relations with a unique blend of capital markets, corporate communications, investor relations and marketing. Shobana has worked with both private and public companies, including ones that grew from small to large cap, listed on the TSX to NYSE.



Jennifer Laidlaw
VP Marketing and
Communications

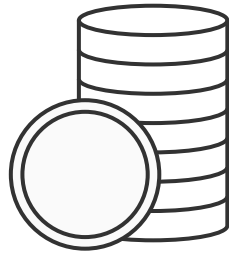
Jennifer brings over 20 years of global experience to her role as VP Marketing & Communications. In her role, Jennifer protects and strengthens Tribe's corporate reputation by guiding external and internal communications, strategic marketing, public relations and branding. She majored in Communications at Simon Fraser University.

01



Disrupting outdated and rapidly-growing property management industry with **revolutionary** tech

02



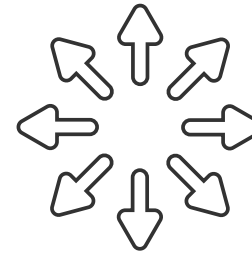
Multiple revenue streams thanks to end-to-end approach servicing all community living stakeholders

03



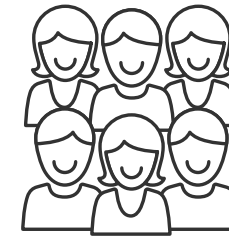
Market penetration already underway, with **rapid revenue growth** established and leading market position achieved

04



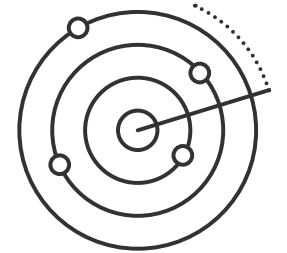
Proven aggressive **M&A strategy** set to see Tribe expand in Canada and US market

05



Experienced, multi-disciplinary management team

06



News catalysts set to put company on the **radar** of mainstream investors

Thank you.

Joseph Nakhla
CEO



joseph.nakhla@tribetech.com

Angelo Bartolini
President & CFO



angelo.bartolini@tribetech.com

The word "Appendix" is centered on the page in a bold, black, sans-serif font. A small yellow horizontal bar is positioned under the letter "A". The background of the entire page is a light gray pattern of various line-art icons, including a stork, a car, a wrench, a teapot, a magnifying glass, a guitar, a sun, a building, a dog, a heart, a cow, and a horse.



Mike Willis

Tribe Board Chair + Audit Committee Chair, CFO Group14 Technologies

Mike is the CFO of Group14 Technologies, a manufacturer of nanomaterials to enable low-cost, high-performance lithium-silicon batteries. Previously, Mike was the CFO of Westport Fuel Systems Inc., a TSX and Nasdaq-listed manufacturer of alternative fuel systems, and CFO of Gevo Inc, a Nasdaq-listed industrial biotechnology company.



Charmaine Crooks

Tribe Compensation Committee Chair, President and Director of NGU Consultants Inc.

Charmaine is the President and founder of NGU Consultants Inc., providing global strategic advisory and corporate development services to a variety of sectors.



Raymond Choy

Tribe Board Member, President and Board Member of Peterson Group

Raymond is the President and Board Member of Peterson Group, a real estate investment, development, and property management company.



Andrew Kiguel

Tribe Governance Committee Chair, CEO Tokens.com and Co-Founder Hut8 Mining

Andrew is currently the co-founder and CEO of tokens.com. Previously he was the co-founder and CEO of Hut8 Mining, a publicly listed bitcoin miner.



Joseph Nakhla

CEO and Director

Joseph founded Tribe in 2011 and has been overseeing its operations and expansion since. Prior to this, he was the Chief Operating Officer of TIO Networks, a former TSX listed company that was acquired by Paypal.



Sanjiv Samant

Tribe Board Member, Managing Partner, PROPELR Growth

Sanjiv established PROPELR Growth (formerly Round13 Growth) in 2020, as a Founder and Managing Partner. He has spent 20+ years in the tech & healthcare sectors, and is one of Canada's most experienced and widely respected growth company advisors and financiers. Prior to establishing PROPELR Growth, Sanjiv headed the Technology, Media, Telecommunication ("TMT"), Sustainability and Healthcare investment banking group at a Canadian bank owned dealer.