

Tribe Property Technologies (Tribe) is a leading provider of technology-elevated 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?

 <p><b>Disrupting An Industry</b></p>	<p><i>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.</i></p>
 <p><b>Leading Digital Platform</b></p>	<p><i>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.</i></p>
 <p><b>Proven Acquisition Track Record</b></p>	<p><i>Purchased 13 companies to date, in a fragmented market that can be acquired at service multiples.</i></p>
 <p><b>Strong Financial Performance</b></p>	<p><i>Strong growth profile with revenue growth from less than \$3 million in 2018 to over \$19 million as of December 2023, with monthly recurring revenue comprising the majority.</i></p>
 <p><b>Rapid Market Growth</b></p>	<p><i>Community living accounts for over 95 million people as of 2021. Payments of over \$100 billion were collected from owners in communities in 2021*.</i></p>
 <p><b>Experienced Management Team</b></p>	<p><i>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.</i></p>

**Total Addressable Market**

**\$110B**

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**Property Management Services Market (Condo & Rental)**

**\$2.9B**

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**Property Management Software Market Worth**

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

## Tribe Tech-Backed Service Solutions



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

## Tribe Clients & Benefits

<b>Strata &amp; HOAs</b>	<b>Building Developers</b>	<b>Owners</b>	<b>Landlords</b>	<b>Property Managers</b>
<p>Council Voting Tool</p> <p>Building Health Reports</p> <p>Important Records &amp; Documents</p> <p>Communication Records</p>	<p>Tools to Track All Deficiencies</p> <p>Access to Building Data</p> <p>Digital Owners' Manuals</p>	<p>Easy Payments</p> <p>Exclusive Community Offers</p> <p>Bookable Amenities &amp; Help Desk</p> <p>Trackable Communication</p>	<p>Communication Tools</p> <p>Online Payment Processing</p> <p>Access to Records</p> <p>Online Payments</p> <p>Improved Workflows</p>	<p>More Efficient Processes &amp; Tools</p> <p>Ability to Focus on Service</p> <p>Improved Industry Reputation</p>

## Team Leadership



**Joseph Nakhla**  
CEO & Tribe Founder



**Angelo Bartolini**  
President & CFO



**Scott Ullrich**  
Executive VP

## Revenue Generators

### Recurring Revenue

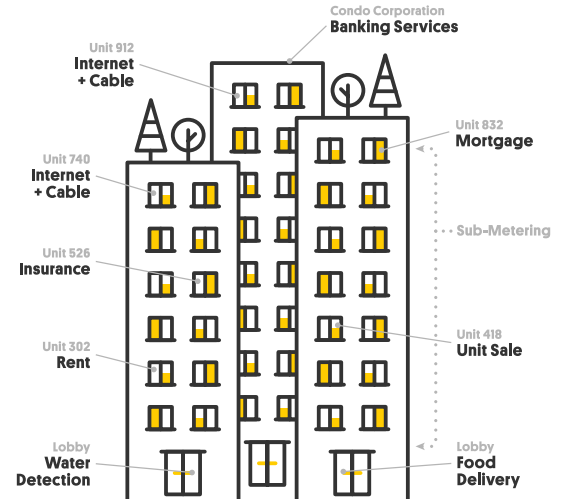
MRR from Software Licensing & Management service fees for:

- Strata/Condo
- Rental
- Commercial
- New Construction Projects

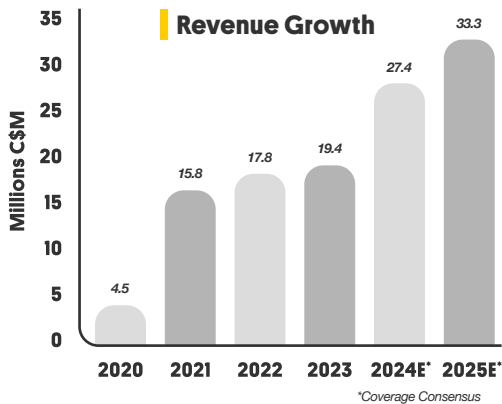
### Transactional Revenue

One-off fees from the following types of transactions:

- Data Reporting and Access
- Banking Access
- Rental/Lease-Up Services
- Special Projects
- 30+ offers in Tribe's digital market place for homeowners
- Smart-building product installations such as digital parcel delivery systems
- Financial and 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	28.37
Share Warrants	8.76
Options/Comp Options	1.36
Broker Warrants	0.30
<b>Fully Diluted:</b>	<b>38.78</b>

