Build. Manage. Live.

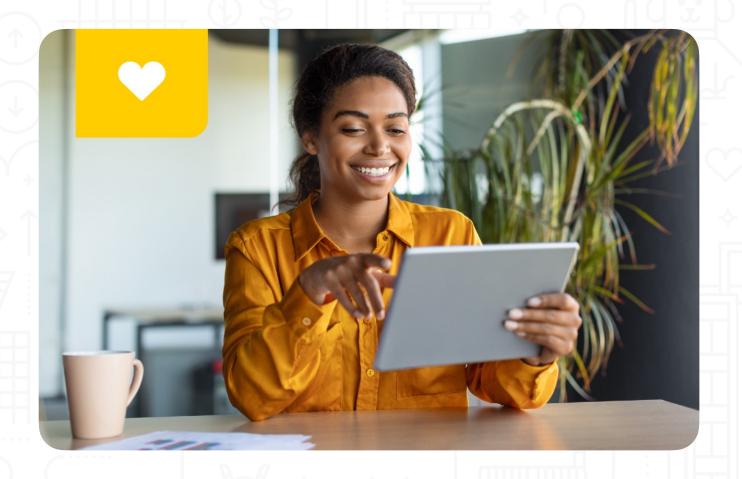
TSXV:TRBE OTCQB:TRPTF

# **Investor Presentation**

Technology Fast 50
2023 CANADA FAST 50 WINNER
Deloitte.

**500**<sup>™</sup>

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 prepared as of September, 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 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 "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.



### **Company Overview**

TSXV:TRBE OTCQB:TRPTF

Tribe is a leading provider of technology-enabled property management solutions, offering a property management platform as well as services for building and managing residential communities and commercial assets.



**Disrupting a Growth Industry** 



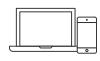
**Strong Financial Performance** 



**Proven Acquisition Track Record** 



**Experienced Management Team** 



**Leading Digital Platform** 

#### **Head Office:**

Vancouver, BC

**Public since:** 

2021

CEO:

Joseph Nakhla

Market Cap:

\$12.5M

2024 (est):

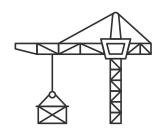
\$27.5M Revenue\*

\*Estimate based on analyst consensus



# We're Digitizing a Traditional Industry

# 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.



## **DMS Integration Update**

#### TSXV:TRBE | OTCQB:TRPTF

# Propels Tribe's proforma annualized revenue run-rate to \$31M with improved profitability.

Tribe is now the second largest multi-family rental management company in Canada with over 19,000 units and 22 million square feet

Rebranded and unified all of DMSI's various service divisions under the name "DMS"

Introduced cross-selling of DMS's service offerings

Expansion of DMS's Project Management Services to all of Tribe's current customer base



#### Location:

Toronto, ON

#### 2023 Revenue:

\$12M Revenue\*

#### **Net Income Before Tax:**

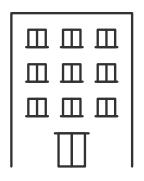
\$2.4M\*

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



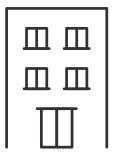
# **Comprehensive Management Solutions**

# Tribe offers the most comprehensive tech-elevated property management solutions in Canada.



Strata/Condo

Tech-elevated strata and condo management services to communities in BC, Alberta and Ontario.



Multi-Family Rental

Our multi-family rental services include family-owned, institutional clients and REITS



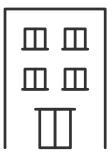
Single Units

Management services for owner-investors, renting condo units or single family homes.



**Commercial** 

A refreshing approach to the management of industrial, retail, commercial properties.



**Not-for-Profit** 

Providing the best of property management services to Investor, Government, private non-profit and cooperative housing organizations.



## **Our Tech-Elevated Package**

TSXV:TRBE OTCQB:TRPTF

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





Al Community Benchmarking





Digital
Marketplace
for Owners &
Residents





Strata/Condo
Multi-family residential
REIT management
Commercial property
Government contracts
New construction

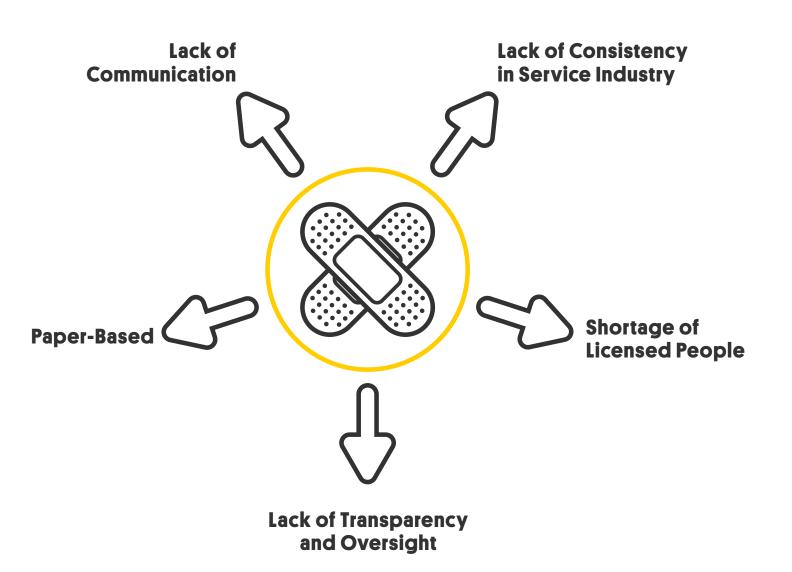




We're simplifying the complexities around residential community living with tech-enabled solutions like nothing else in the market.

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

Lack of digitization in the Property management industry.





#### **Service and Tech for All Communities**





### **Tribe Clients and Benefits**

#### **Stratas & HOAs**



Communication Records

and Documents

#### 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

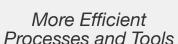
Communication Tools

Online Payment Processing

Access to Records

Online Payments
Improved Workflows

# Property Managers



Ability to Focus on Service

Improved Industry Reputation



### **The Opportunity**





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



\$110B

Property Management Services Market (Condo & Rental)

\$2.9B

Property Management Software Market Worth

358,000

Managed Communities (HOAs, Condos)



95M

Residents living in community associations (HOAs/Condos)

\$5.5T

Global e-commerce market in 2023



### **Tribe Clients**

TSXV:TRBE | OTCQB:TRPTF

# Buildings (Strata & Condo Corps)



West Harbour Village II



Grosvenor - Ambleside



Portland Park Village



Fairmont Pacific Rim



Shangri-La



**Woodwards** 

# Real Estate Developers (100+)



















# REITS & Real Estate Investors







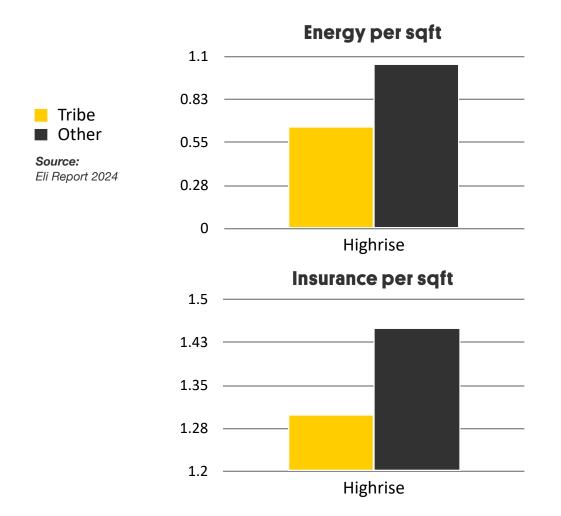


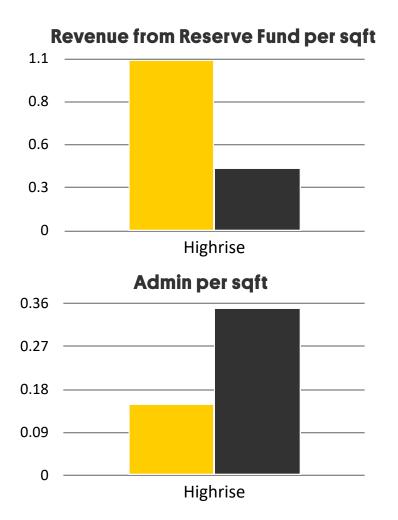




# **Healthy Buildings**

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.







# **Tribe Drives Revenue 2 Ways...**





### **Recurring Revenue**

MRR from Software Licensing & Management Services fees for:

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

### Transactional Revenue

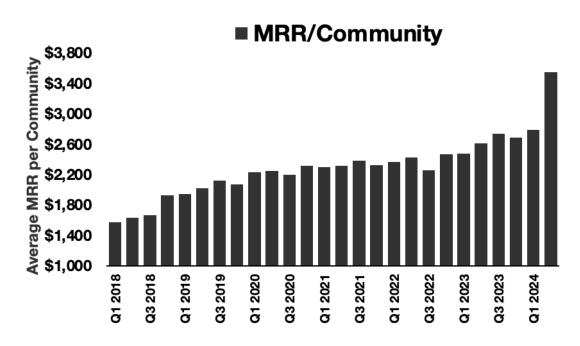


#### One-off fees from the following types of transactions:

- Data Reporting and Access
- Banking Services
- Rental/Lease-Up Services
- Special Projects
- 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 and \$2 Transactions 30-35% Gross Margin\*



(1)Not normalized for acquired contracts.

# **Tribe-Digitized Property Management\*:**

\$39/Home and \$9 Transactions 41.5% Gross Margin\*

\$39	Revenue Per Home	
\$9	Ops Transactions	
\$1.1**	Insurance Sales**	
\$2.25**	Sub-Metering**	
\$2**	Grocery Delivery**	
\$1.50**	Telecomm**	
++	Other**	
\$48++	Potential Total	

<sup>\*\*</sup> Examples of Digital Partnerships Program Revenue

<sup>\*</sup>June 30, 2024



# Financial Highlights for Q2 - 2024

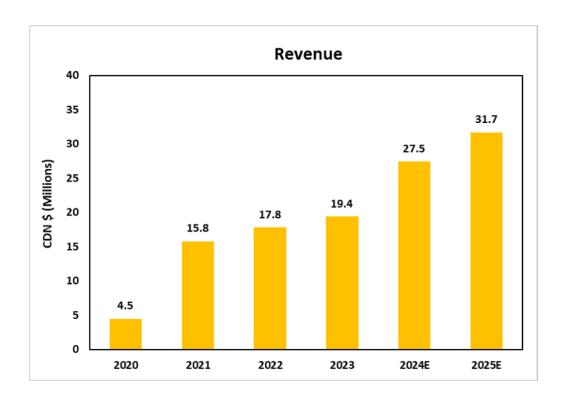
TSXV: TRBE	OTCQB: TRPTF
	O 1 COD 1 11/1 11

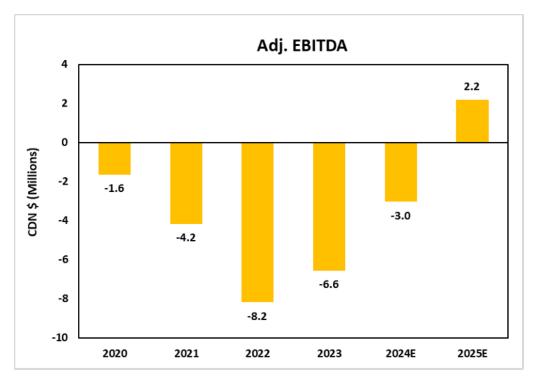
	Q2-2024	Q2-2023
Revenue	\$6.16 million	\$4.82 million
Gross Profit (1)	\$2.34 million	\$1.56 million
Gross Margin%	41.5%	38.9%
Adjusted EBITDA (2)	(\$1.18 million)	(\$2.21 million)

- Record revenue of \$6.16M in Q2-2024, increase of 28% YoY
- 47% YoY improvement in Adj. EBITDA driven by cost reduction and workflow optimizations
- Successful acquisition of DMSI Holdings brings Tribe's proforma annualized revenue run-rate to over \$31M
- Outlook looks strong for remainder of 2024 with continued focus on improving profitability
- On track to achieve positive Adj. EBITDA by end of 2024 and positive cash flow generation in 2025

<sup>1)</sup> The Company defines Gross Profit as revenue less cost of software and services and software licensing fees, and Gross Profit Percentage as Pross Profit calculated as a percentage of revenue.

<sup>2)</sup> The Company defines Adjusted EBITDA as net income or loss excluding depreciation and amortization, stock-based compensation, interest expense, income tax expense, impairment charges and other expenses.







# **A History of Successful Acquisitions**

TSXV:TRBE | OTCQB:TRPTF

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

























# **Our Footprint**

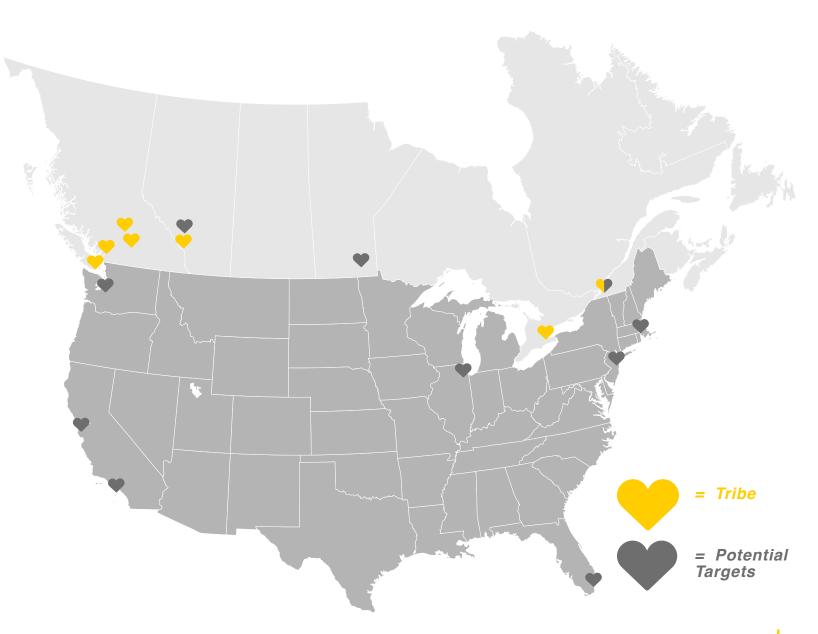
#### TSXV:TRBE | OTCQB:TRPTF

# **Canadian Footprint**

- Over 40,000 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**

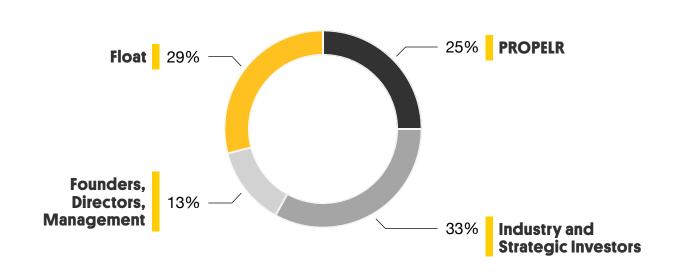
- Seattle
- Los Angeles
- · San Francisco
- Boston
- Chicago
- New York
- Miami





# **Capitalization Table & Ownership**

	millions#
Basic Shares Outstanding	33.20
Share Warrants	11.19
Options / Comp Options	1.32
Broker warrants	0.43
Fully Diluted	46.17*



#### **Top 5 Shareholders**

Name	%
PROPELR	25
Aquilini Investor Group	13
Ty & Sons	10
Joseph Nakhla (Tribe CEO)	7
Peterson	5

#### **Analyst Coverage**

Firm	Analyst
Eight Capital	Kiran Sritharan
Stifel GMP	Suthan Sukumar

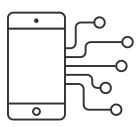
<sup>\*</sup>September 2024, includes shares issued from recent private placement and LIFE at \$0.52



# Why Invest in Tribe Property Technologies Inc.

TSXV:TRBE | OTCQB:TRPTF

01



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

02

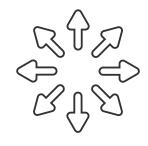


Multiple revenue streams thanks to end-to-end approach servicing all community living stakeholders 03



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

04



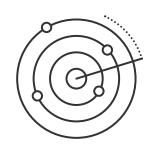
Proven aggressive

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

05



Experienced, multi-disciplinary management team 06



New catalysts set to put company on the radar of mainstream investors



#### **Recent Milestones**

TSXV:TRBE | OTCQB:TRPTF















2012

#### Connecting Neighbours to Neighbours

Vancouver-based start-up developed an app to connect neighbours and build community in condo buildings. 2017

#### Digitizing a Traditional Industry

The Company acquired the 1st of many property management portfolios (from Peterson), diving into a traditional industry ripe for digital disruption. Tribe's tech-backed service delivery model was born.

2020

#### **National Growth**

Tribe purchases
Gateway Property
Management (founded in 1964), combining significant expertise in strata, rental and tech to become one of Canada's top 10 largest management companies with offices across Canada.

2021

#### Public Listing, 1 National Amalgamation,

**3 Acquisitions** 

Tribe is listed on the TSX Venture Exchange under TRBE, and is later added to OTCQB: TRPTF.

2022

# \$21 million Financing

3 Acquisitions

# Deloitte Fast 50TM & 500TM

Oversubscribed financing led by Round13 Growth Fund (now PROPELR), a highly respected, latestage growth equity investment fund.

2023

#### GTA-based Acquisition

Deloitte Fast 50 TM & 500 TM

Acquired Meritus Group Management, a GTA-based condo management company with more than 5000 units under mgmt. 2024

\$6.17M

# Acquired DMSI Holdings. Completed 2 private placements to raise aggregate gross proceeds of

Acquired DMSI, a GTA-based rental & commercial mgmt company. Financing led by PROPELR and operators of DMSI.



# Thank you.

Joseph Nakhla CEO Angelo Bartolini President & CFO

joseph.nakhla@tribetech.com

angelo.bartolini@tribetech.com

TSXV:TRBE OTCQB:TRPTF

# **Appendix**



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
OctoAl 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.



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.



#### **Our Board**



Mike Willis
Tribe Board Chair
& Audit Committee
Chair, CFO Group14
Technologies

Mr. Willis is currently the Chief Financial Officer of Group14 Technologies Inc., a leading manufacturer and supplier of advanced silicon battery materials for electric vehicles. consumer electronics and other applications. Previously, Mr. Willis was the CFO of Westport Fuel Systems Inc., a TSX and Nasdaq-listed manufacturer of alternative fuel systems and components for the transportation industry, and CFO of Gevo, Inc., a Nasdaq-listed industrial biotechnology company.



Charmaine Crooks

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

Ms. Crooks is a Corporate Director and President of NGU Consultants Inc., a global consultancy providing strategic advisory to a variety of sectors including technology, media, e-sports, health, and major events. Ms. Crooks is a Member of the Order of Canada, five-time Olympian, entrepreneur and community leader with over 20 years of corporate governance experience on several national and international non-profit and public boards.



Raymond Choy

Tribe Board Member, President, and CEO & Board Member of Peterson Group

Mr. Choy is President & CEO and Board Member of Peterson Group, a real estate investment, development, and property management company. Mr. Choy was formerly the Chief Investment Officer of Peterson Group, responsible for acquisitions and dispositions, developments, capital lending, private equity, and partnerships.



Andrew Kiguel

Tribe Governance Committee Chair, Chief Executive Officer & Executive Chairman of Realbotix Corp.

Andrew Kiguel is an accomplished executive and entrepreneur. In the last 6 years. Andrew has co-founded and provided leadership to several web3 companies including Hut 8 Mining, Tokens.com, Metaverse Group, and Hulk Labs. Prior to 2018, Andrew spent over 20 years as an investment banker raising over \$5 billion for clients throughout his career. He currently acts as the CEO and Executive Chairman of Realbotix Corp.



Joseph Nakhla

CEO and Tribe Board Member

Mr. Nakhla founded Tribe in 2011 and has been overseeing its operations and expansion since. Prior to this. Mr. Nakhla was the Chief Operating Officer of TIO Networks, a former TSX- listed company that was acquired by PayPal. Mr. Nakhla currently serves on the Policy Advisory Council of the Downtown Vancouver **Business Improvement** Association. Joseph is also a board member of OctoAl Technologies Corp. and Minehub Technologies Inc.



Sanjiv Samant

Tribe Board Member, Managing Partner, PROPELR Growth

Sanjiv Samant established PROPELR Growth (formerly Round13) in 2020, as a Founder and Managing Partner. Sanjiv has spent 20+ years in the technology & 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.



Alex Yanitsky

Tribe Board Member, General Partner, PROPELR Growth

Alex currently serves as General Partner at PROPELR Growth (formerly Round13), where he is an original memberof the investment team. He has over 12 vears' experience in growth equity, private equity and corporate finance in the Canadian and European markets. Prior to joining PROPELR Growth, Alex was an Executive Director at Goldman Sachs in the Principal Investment Area, the equity investing arm of Goldman Sachs Merchant Banking Division, based in London, UK.