



TSXV: TRBE OTCQB: TRPTF

Q2-2024

Financial Results Presentation

We Will Begin Shortly

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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.

Transformational Quarter

Record revenue of \$6.16M in Q2-2024, increase of 28% YoY

47% YoY improvement in Adj. EBITDA

Successful acquisition of DMSI Holdings brings Tribe's proforma annualized revenue run-rate to over \$31M

Completed a private placement equity financing for gross proceeds of \$3.66M and a LIFE financing for gross proceeds of \$2.51M

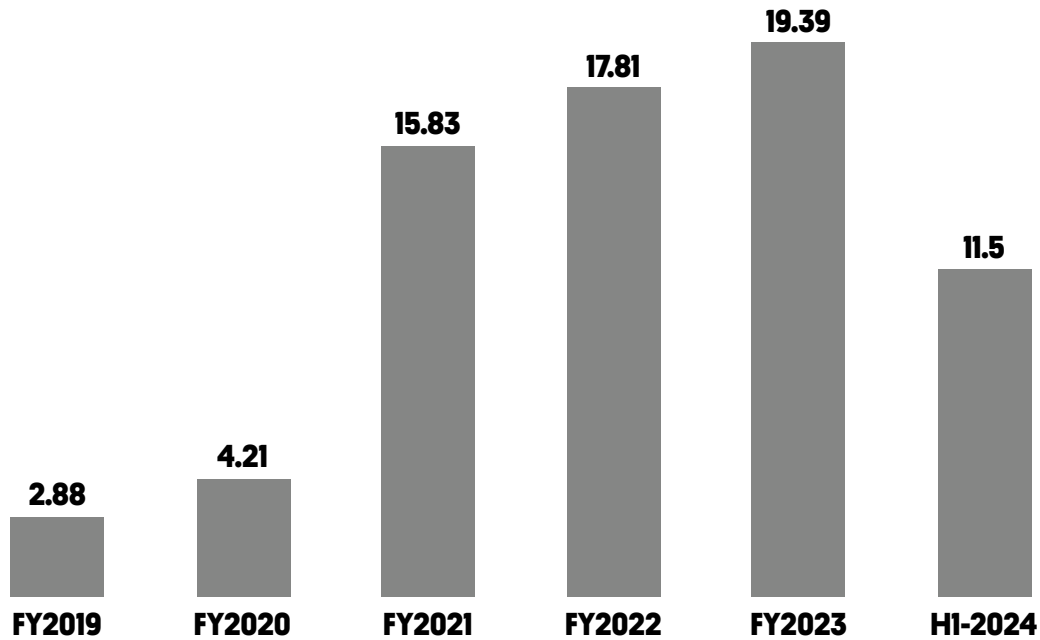
Outlook looks strong for remainder of 2024

On track to achieve positive Adj. EBITDA by end of 2024 and positive cash flow generation in 2025.

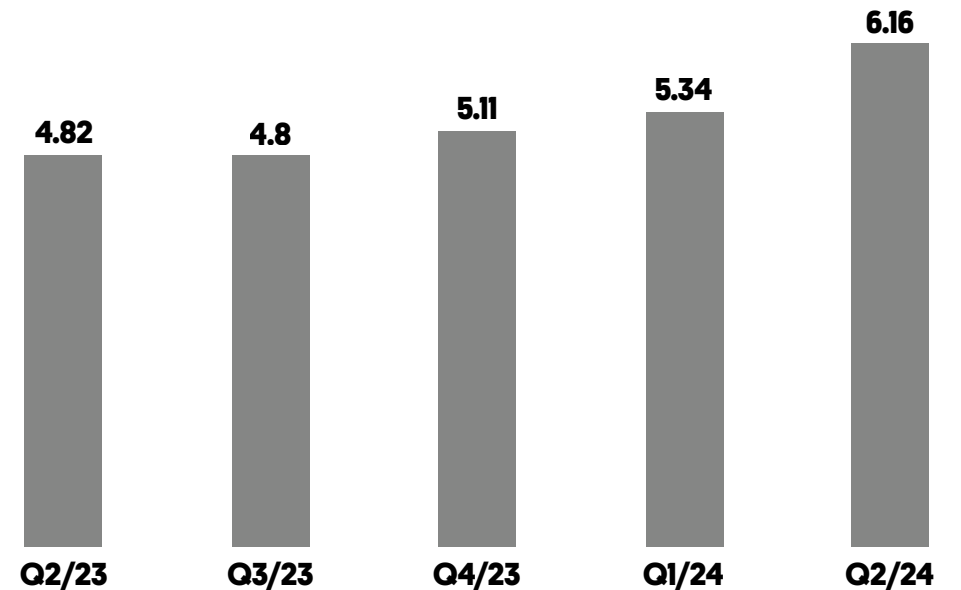
	Q2-2024	Q2-2023	Improvement
Revenue	\$6.16 million	\$4.82 million	28%
Gross Profit (1)	\$2.34 million	\$1.56 million	50%
Gross Margin%	41.5%	38.9%	260 bps
Adjusted EBITDA (2)	(\$1.18 million)	(\$2.21 million)	47%

- 1) The Company defines Gross Profit as revenue less cost of software and services and software licensing fees, and Gross Profit Percentage as Gross Profit calculated as a percentage of revenue.
- 2) 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.

Annual Revenue Growth (1)



Quarterly Revenue Growth



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

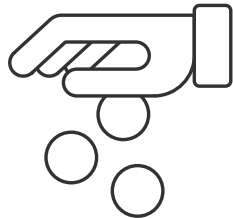


Recurring Revenue

MRR from Software Licensing & Management Services fees for:

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

\$4.92 million in Q2-2024
17% increase YoY
80% of total revenue



Transactional Revenue

Revenue from the following types of transactions:

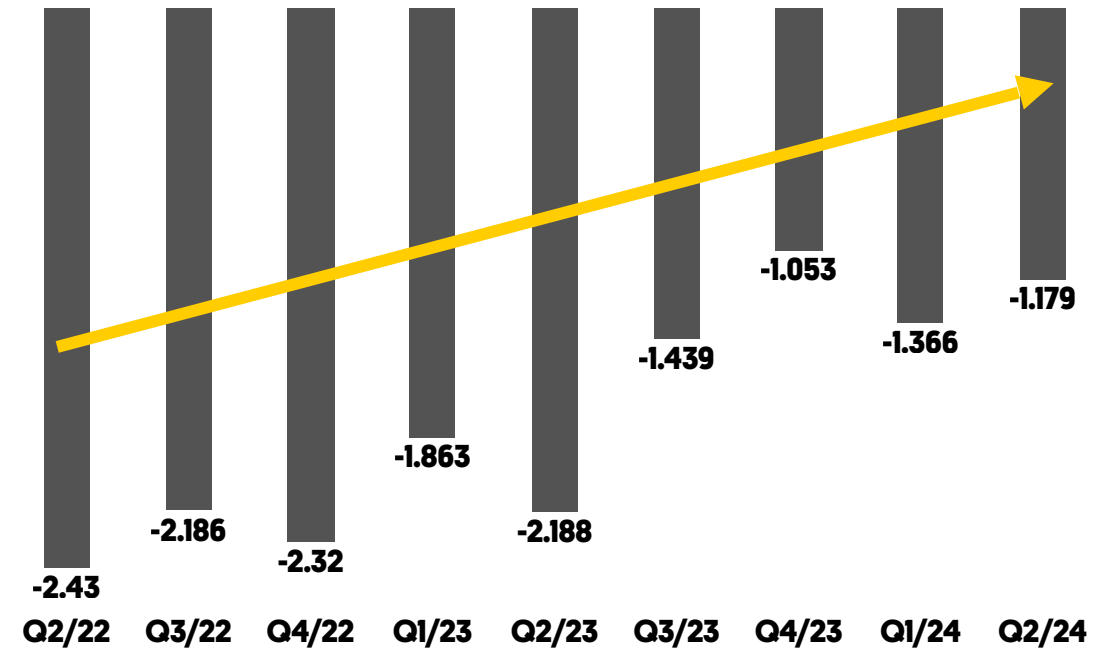
- Data Reporting and Access
- Banking Services
- Rental/Lease-Up Services
- Special Projects
- 30+ offers in Tribe's digital marketplace for homeowners
- Smart-building product installations such as digital parcel delivery systems
- Financial & insurance services

\$1.11 million in Q2-2024
119% increase YoY
18% of total revenue

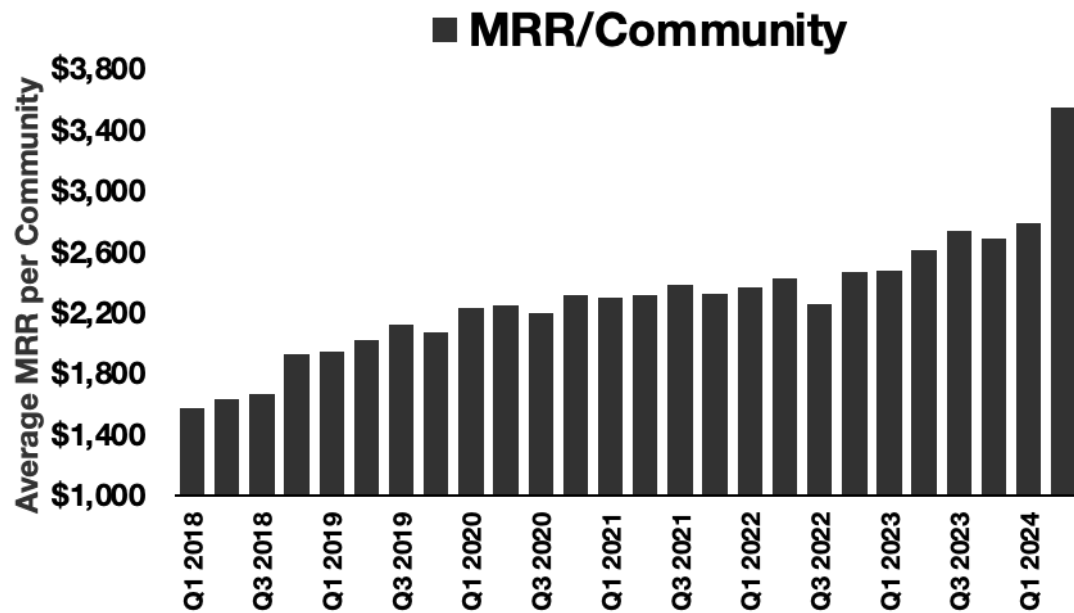
Cost reduction strategies resulted in 47% YoY improvement in Adjusted EBITDA. Expect to be EBITDA positive by end of year.

- Process Improvements*
- Cost Optimizations*
- Headcount Reduction*
- Consolidation of Back-Office Systems*

Quarterly Adj. EBITDA



Average MRR per Community ⁽¹⁾



Average Monthly Revenue per Home

	Q2-2024	Q2-2023
Average MRR per home	\$39.00	\$33.76
Average transactional revenue per home	\$9.12	\$5.67
Total average revenue per home	\$48.11	\$39.43

1) Not normalized for acquired contracts.

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:

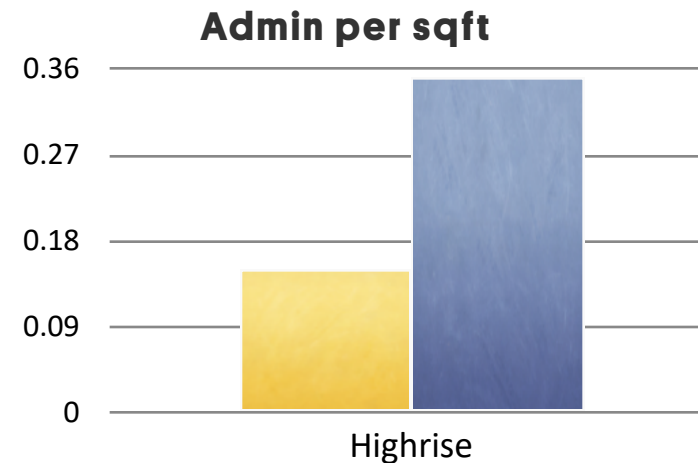
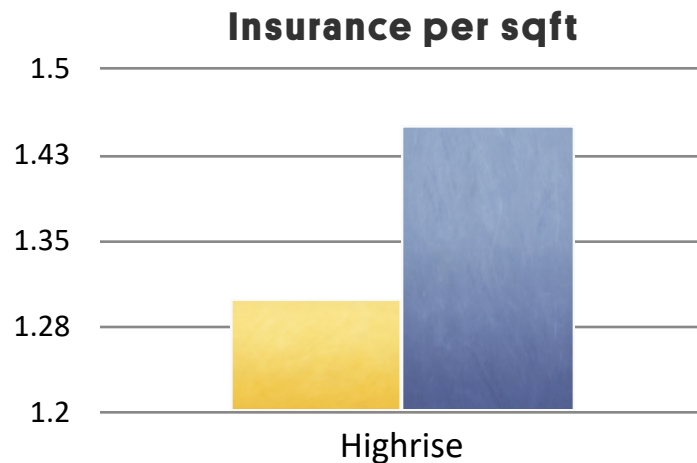
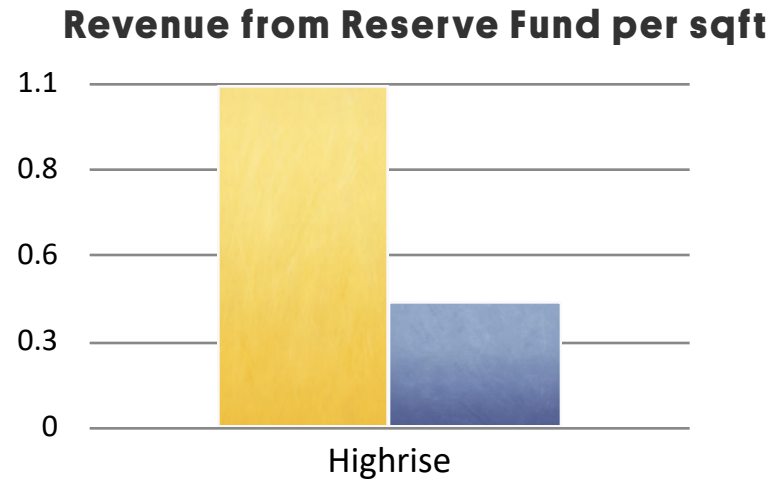
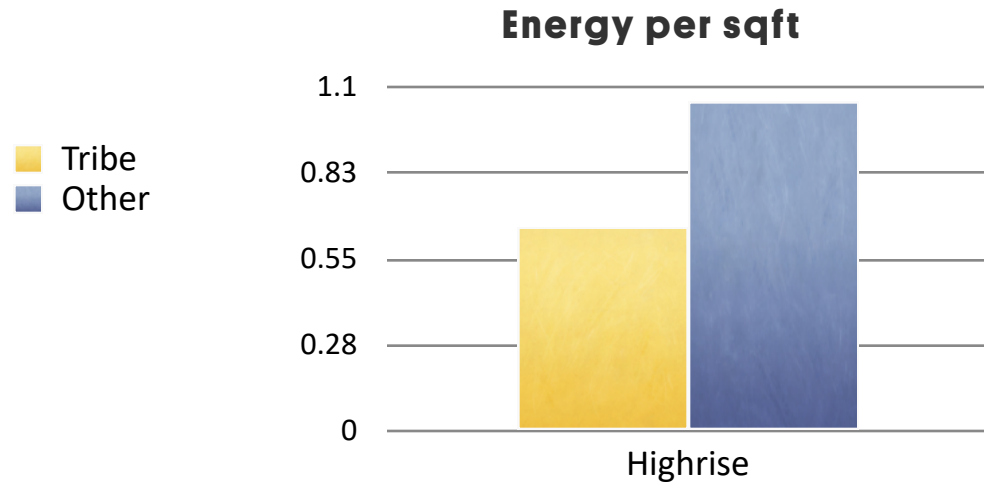
\$12M Revenue*

Net income before tax:

\$2.4M*

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

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****Improving profitability by driving efficiencies in the business.****04****Continue to innovate by investing in our software platform.**

Record revenue expected in Q3-2024

On track to achieve positive Adj. EBITDA by end of 2024 and generate positive cash flows in 2025

Robust pipeline of new opportunities with onboarding of buildings that are either recently completed or near completion

No signs of business downturn, despite current high-interest rate environment and slowdown in new construction activity

Tech-elevated platform continues to win and gain market share from competitors

Housing shortage across North America provides short and medium-term opportunities for Tribe post DMS acquisition

Q&A

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