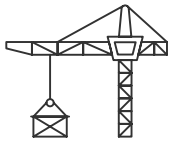


**At Tribe, we offer tech-elevated solutions for Building, Managing and Living in multi-family residential communities. Our solutions combine human interaction, access and data to support a sustainable future for our multi-family living environments.**



## Build

Pre- and post-construction solutions to support building completion and facilitate handover to owners and property managers.

- Budgeting & Disclosures
- Community Benchmarking
- Issues & Warranty Tracking
  - Digital Home Manuals
- ESG & Carbon Offset Strategies



## Manage

Property management services and technologies that drive operational efficiencies and streamline service delivery for Managers, Councils & Boards.

- Condo/Strata Management
- Rental & Commercial Management
- Project & Land Management
- Property Management Software
- Building Maintenance Partnerships



## Live

Tools and services to support daily living needs in managed communities – from bookable amenities to a digital marketplace for residents.

- Digital Building History
- Bookable Building Amenities
- Resident Engagement & Events
- Curated Resident Marketplace
- Trackable Customer Support Tickets

## Why Invest?



### Disrupting An Industry

Disrupting the complex, outdated, and paper-based property management industry with digital transformation and revolutionary technology.



### Leading Digital Platform

Fully integrated digital platform that provides tech-elevated property management solutions to all industry stakeholders, increasing efficiencies and lowering costs.



### Proven Acquisition Track Record

Executing an aggressive M&A strategy with 13 acquisitions completed to date, including the recently announced acquisition of Toronto-based DMSI Holdings.



### Strong Financial Performance

Strong growth profile with revenue increasing from under \$3 million in 2018 to currently over \$31 million in pro-forma annual revenue run-rate.



### Experienced Management Team

Led by a senior executive team with experience in high-growth, tech, product, capital markets and property management expertise.

## Total Addressable Market

**\$110B**

Property Management Services Market (Condo & Rental)

**\$2.9B**

Property Management Software Market Worth

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

## Tribe Clients and Communities



**Aqua**  
Vancouver



**Woodwards**  
Vancouver



**Shangri-La**  
Vancouver



**West Harbour Village II**  
Toronto



**Portland Park Village**  
Toronto



**Fairmont Pacific Rim**  
Vancouver

### Real Estate Developers (100+)



CITYZEN

solterra

Peterson

EMBLEM

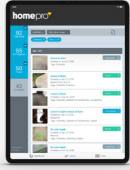


### REITS & Real Estate Investors



# Tribe Tech-Elevated Service Solutions

Pre and Post Construction Software



AI Community Benchmarking

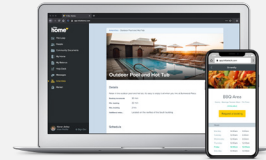


Property Management Services and Software

- Strata/Condo
- Multi-Family Residential
- REIT Management
- Commercial Property
- Government Contracts
- New Construction



Resident Apps



Digital Marketplace for Owners and Residents



## Revenue Generators

### Recurring Revenue

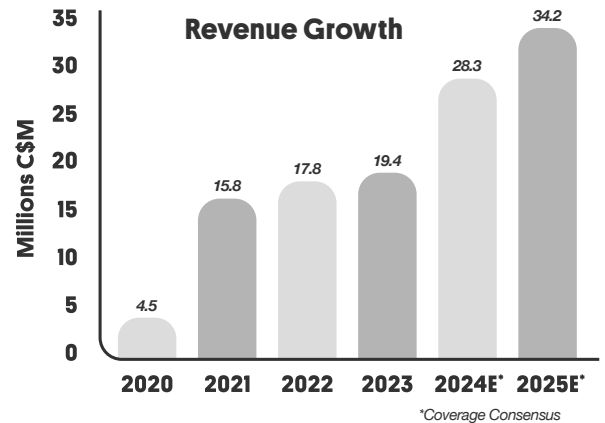
MRR from Software Licensing and Management service fees for:

- Strata/Condo
- Rental/Investor-Owned
- Commercial
- New Construction Projects
- Student Housing

### Transactional Revenue

One-off fees from the following types of transactions:

- Financial & Insurance Services
- Rental/Lease-Up Services
- Special Project Management
- Curated Offers for Residents
- Smart-Building Partnerships



## Capitalization Table

	Millions #
Basic Shares Outstanding	33.23
Share Warrants	11.19
Options/Comp Options	1.27
Broker Warrants	0.43
<b>Fully Diluted:</b>	<b>46.12*</b>

\*Includes shares issued from recent private placement and LIFE at \$0.52

## Stock Chart



## Leadership Team



**Joseph Nakhla**  
CEO & Tribe Founder



**Angelo Bartolini**  
President & CFO



**Scott Ullrich**  
Executive VP