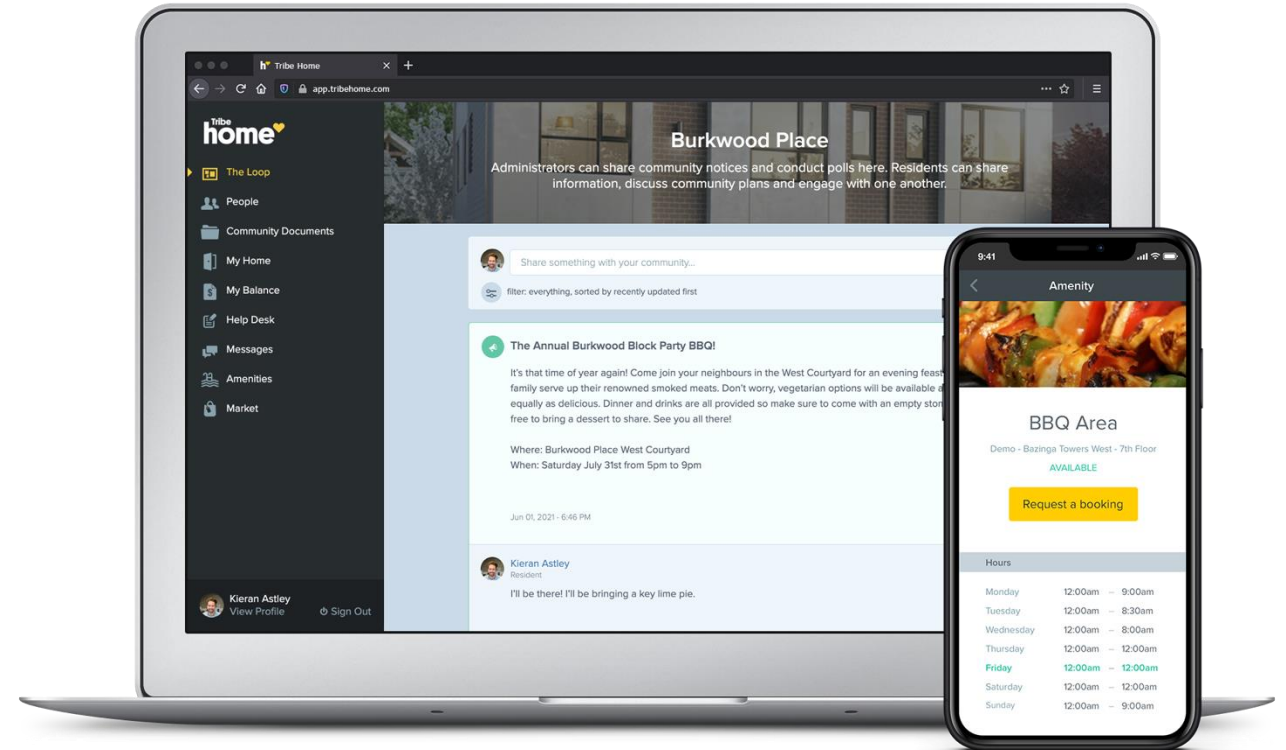




Build. Manage. Live

TSXV : TRBE | OTCQB : TRPTF

Q3 2024 Financial Results Presentation



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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 "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 \$8.33M in Q3-2024, increase of 74% YoY

93% YoY improvement in Adjusted EBITDA

Successful rebranding and unification of DMSI's various service divisions under the name DMS and expansion of DMS's service offerings to Tribe's current customer base

On track to achieve positive Adjusted EBITDA by end of 2024 and positive cash flow generation from operating activities in 2025.

Outlook looks strong for remainder of 2024

- Cost reduction strategies resulted in 93% YoY improvement in Adjusted EBITDA

Process Improvements

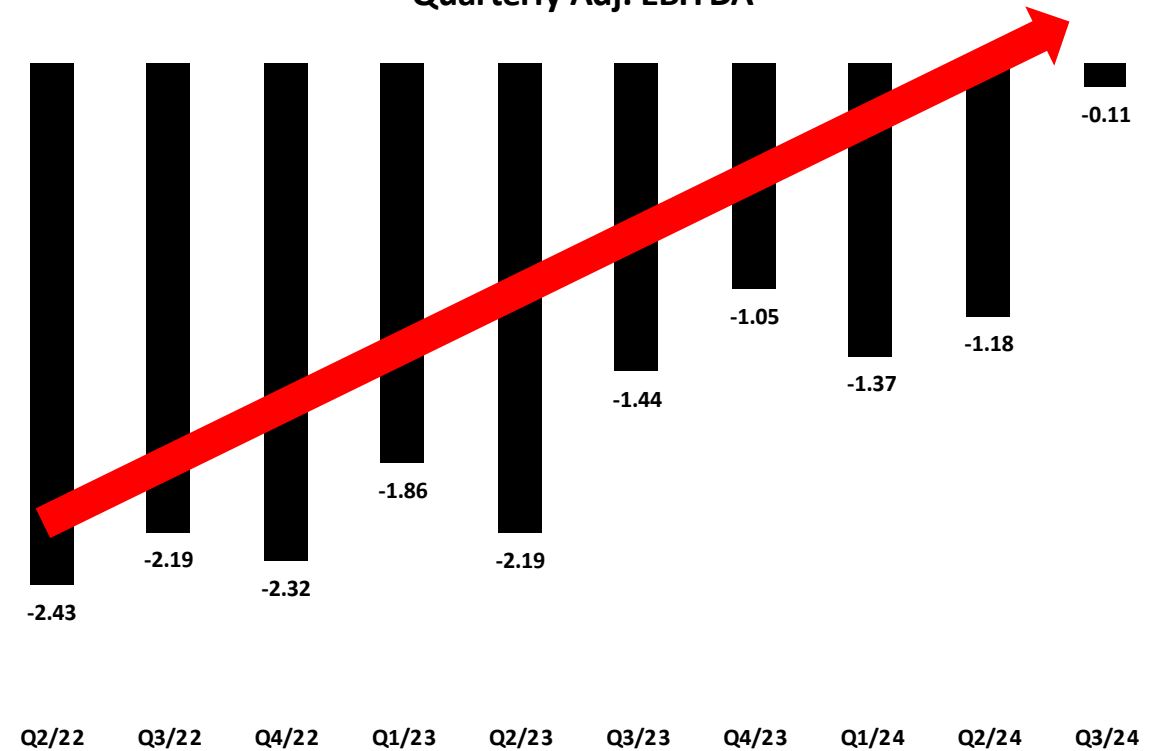
Cost Optimizations

Headcount Reduction

Consolidation of Back-Office Systems

- Acquisitions of Meritus and DMSI positively contributed to Adjusted EBITDA improvement

Quarterly Adj. EBITDA

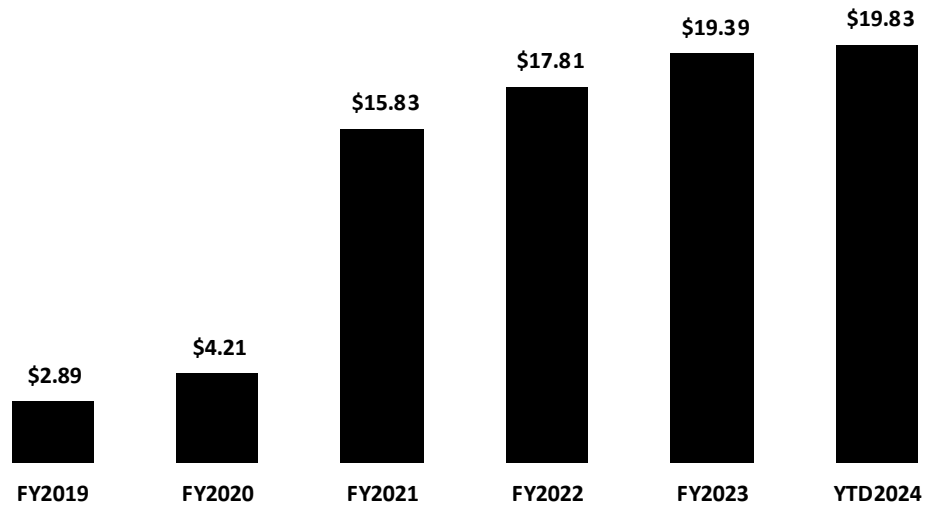


	Q3-2024	Q3-2023	Improvement
Revenue	\$8.33 million	\$4.80 million	74%
Gross Profit⁽¹⁾	\$3.03 million	\$1.52 million	99%
Gross Margin %	38.8%	38.8%	0 bps
Adjusted EBITDA⁽²⁾	(\$0.11 million)	(\$1.44 million)	93%

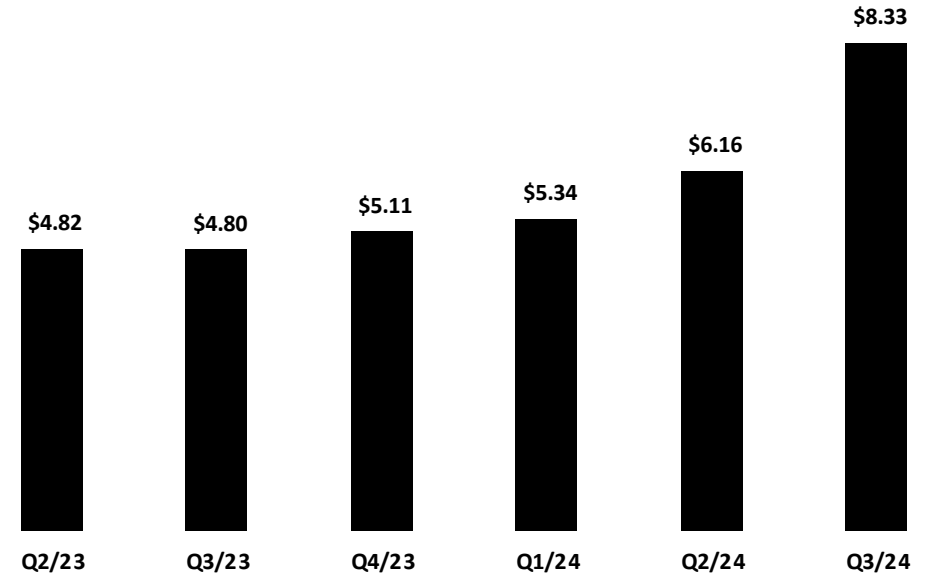
(1) The Company defines Gross Profit as revenue less cost of software and services and software licensing fees, and Gross Profit Percentage as Gross Profit calculated as a percentage of revenue.

(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



Quarterly Revenue Growth



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

A thick yellow vertical bar on the left side of the slide.

01

Increase Monthly Recurring Revenue.

02

Complete additional acquisitions to augment organic growth and add incremental EBITDA.

03

Drive Efficiencies in the business to improve profitability.

04

Continue to innovate by investing in our software platform.

January 2024

Closed Meritus acquisition, expanding condo footprint in the GTA.

May 2024

Record Revenue and Improvement to Adjusted EBITDA Q1-2024.

June 2024

Completion of Private Placement Led by PROPELR Growth Fund.

August 2024

Tribe consolidates major acquisition divisions, rebranding to DMS, leveraging growth in GTA region.

February 2024

Consolidation of back-office systems relating to multiple previous acquisitions.

June 2024

Completion of DMSI Acquisition, expanding rental services offering and strengthening GTA footprint.

July 2024

Enhancement of Tribe Home condo management platform functionality and tech stack.

October 2024

Tribe reports on increasing efficiencies driven by self serve features on Tribe Home.



Recurring Revenue

MRR from Tech-elevated Management Services fees for:

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

\$7.12 million in Q3-2024

67% increase YoY

85% of total revenue



Transactional Revenue

One-off fees from the following types of transactions:

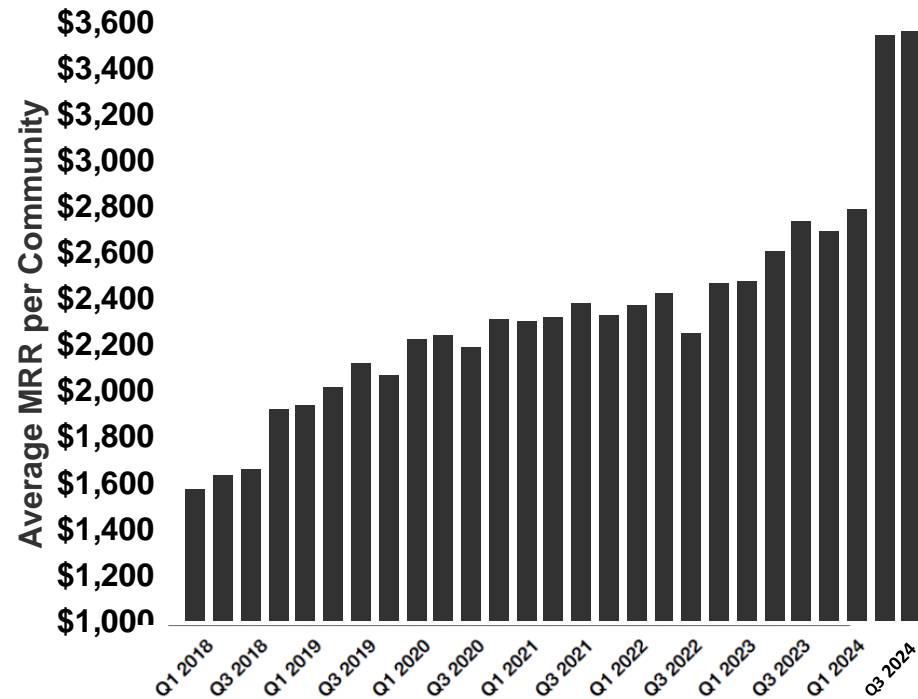
- Software Licensing
- Data Reporting and Access
- Banking Services
- Rental/Lease-Up Services
- Special Projects
- 30+ offers in Tribe's digital marketplace for homeowners
- Smart-building product installations such as digital parcel delivery systems
- Financial & insurance services

\$1.21 million in Q3-2024

128% increase YoY

15% of total revenue

Average MRR per Community



Average Revenue per Home

	Q3-2024	Q3-2023
Average MRR per home	\$38.88	\$35.13
Average transactional revenue per home	\$8.68	\$5.32
Total average revenue per home	\$47.56	\$40.44

Not normalized for acquired contracts.

Tribe manages now, for the future. We are leveraging scale, operational efficiencies, green partnerships and data to pass on cost-savings to the ownership, while readying buildings for the road ahead.

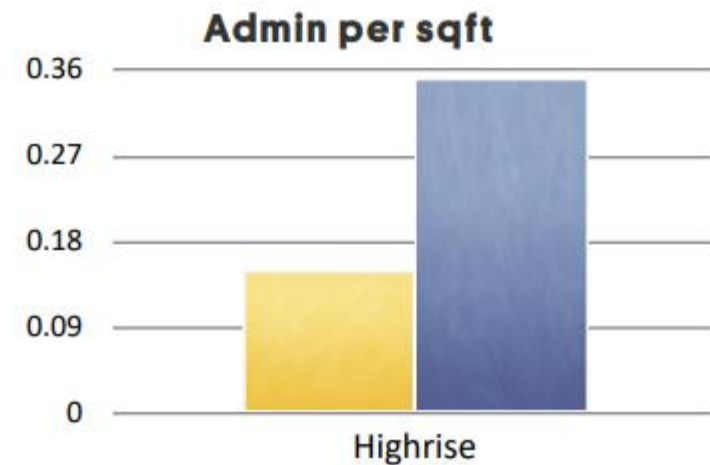
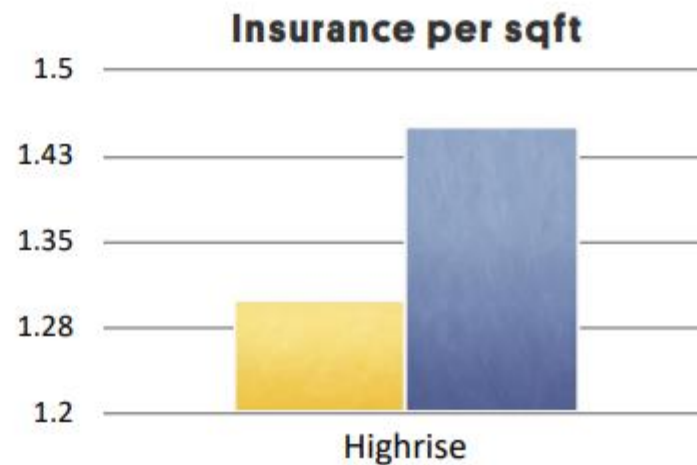
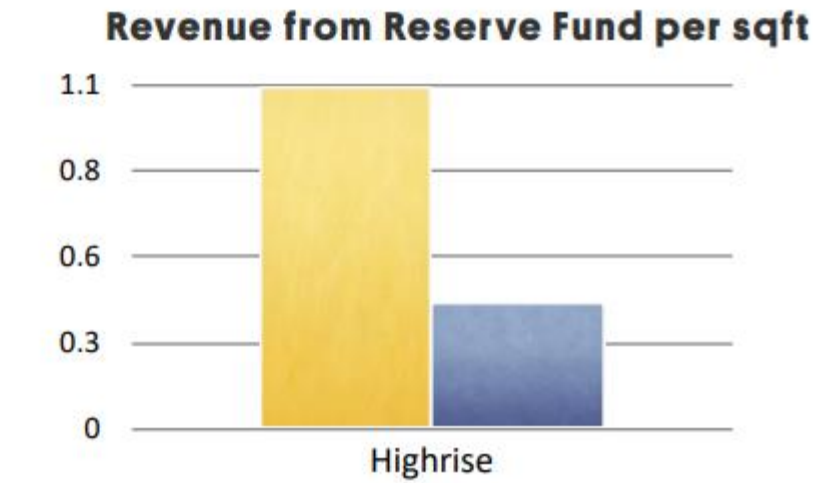
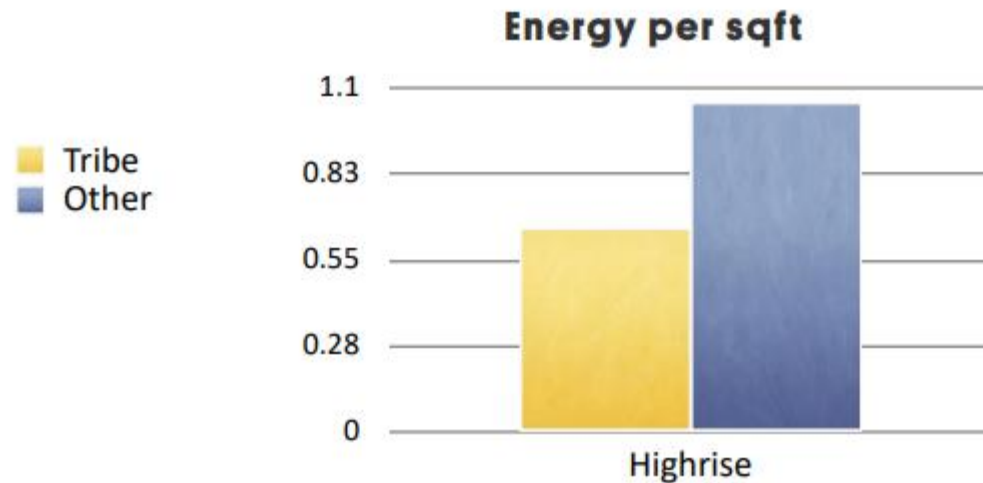
The Building/Corporation

Data-led healthy building strategy.

- 150% reduction in building admin costs*
- 40% reduction in energy costs per sq foot*
- 10% reduction in client insurance costs*
- 50% reduction in routine queries for Council/Board**
- 40% above industry average NPS**



Tribe’s approach to digitization and technology-driven solutions provides tangible benefits to building health relative to industry standards.



Source: *Eli Report 2024*

01

Positive cash flow generation from operating activities in 2025.

Achieve record revenue in 2025 through combination of organic and inorganic growth opportunities.

Achieve positive Adj. EBITDA and generate positive cash flow from operating activities in 2025.

02

Execute on M&A strategy

Execute on aggressive M&A strategy to accelerate growth, expand services offering, and expand geographically.

03

Increase organic growth

Continue to leverage building data to deliver high-margin accretive solutions to buildings and residents.

Entering 2025 with improving housing market environment with lower interest rates and reduced inflation.

Q&A