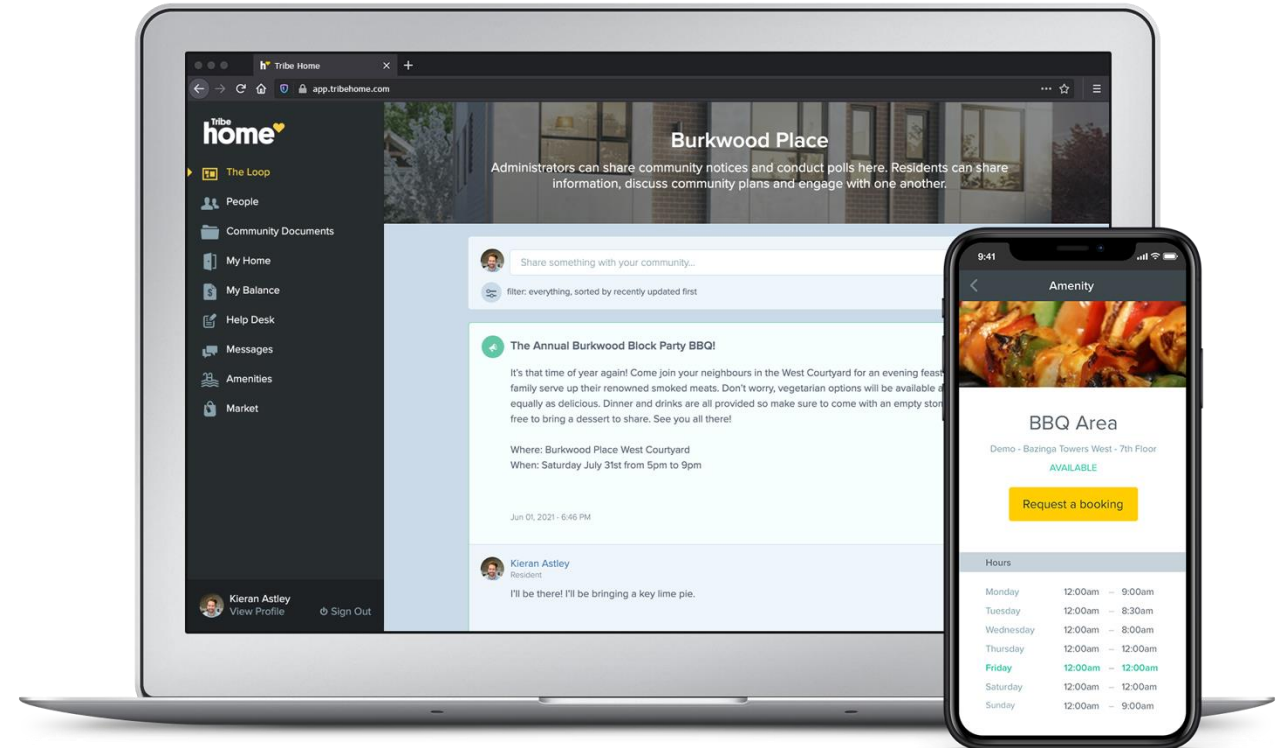




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# Q4 2024 Financial Results Presentation



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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.

## 2024 Highlights

*Achieved record revenue for Fourth Quarter and Full-Year 2024.*

*Exited 2024 with over \$33 million annualized revenue run-rate.*

*Achieved positive Adjusted EBITDA of \$730 thousand in Q4-2024, representing 169% year-over-year improvement.*

*Recent trade uncertainties and tariffs between the U.S. and Canada, are having no material impact on the business.*

*Successful completion of \$1.1 million private placement, led by senior leadership team and Board of Directors, demonstrates confidence in Tribe's long-term potential and belief that the Company's shares remain undervalued.*

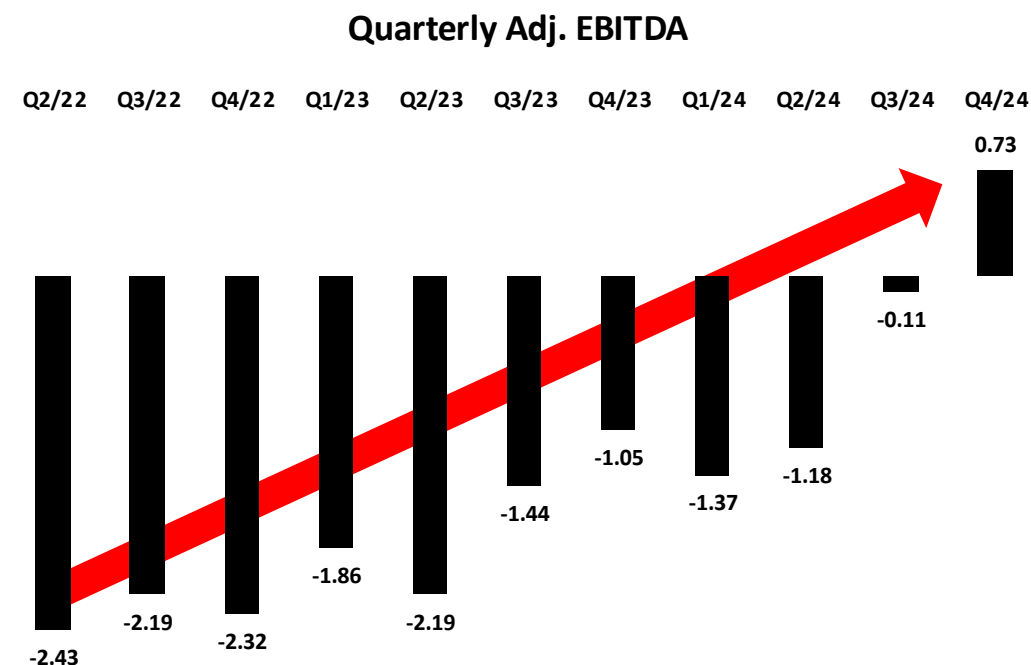
- Optimization & growth strategies resulted in 169% YoY improvement in Adjusted EBITDA

*Robust Demand on Tribe Solutions*

*Cost Optimizations*

*Consolidation of Back-Office Systems*

*Ontario Acquisitions*



	2024	2023	Improvement
Revenue	\$28.26 million	\$19.39 million	46%
Gross Profit <sup>(1)</sup>	\$10.73 million	\$6.63 million	62%
Adjusted EBITDA <sup>(2)</sup>	(\$1.92 million)	(\$6.56 million)	71%

(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.

	Q4-2024	Q4-2023	Improvement
<b>Revenue</b>	\$8.43 million	\$5.11 million	65%
<b>Gross Profit<sup>(1)</sup></b>	\$3.52 million	\$2.11 million	67%
<b>Adjusted EBITDA<sup>(2)</sup></b>	\$730 thousand	(\$1.05 million)	169%

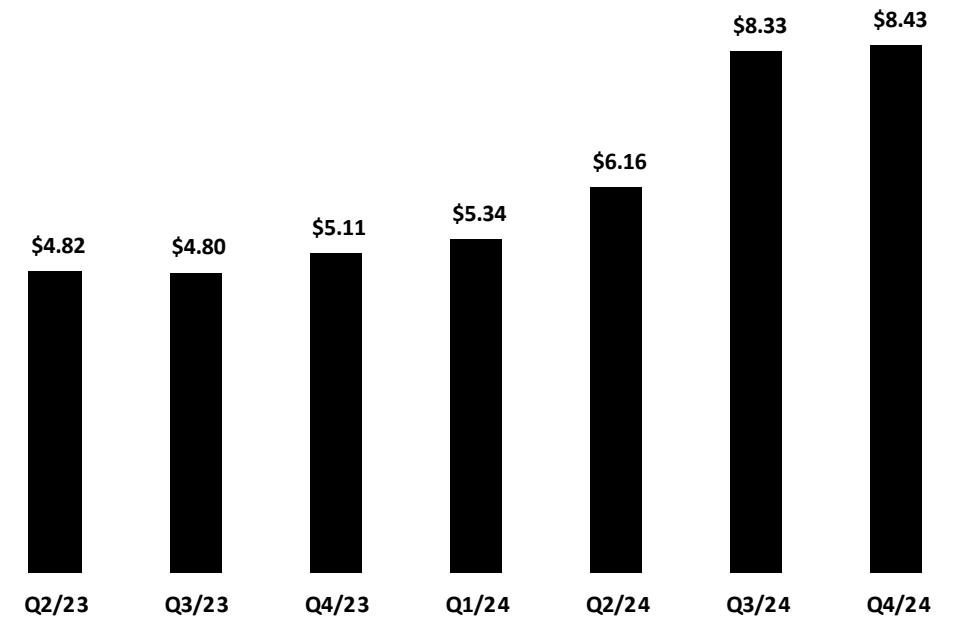
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## Annual Revenue Growth



## Quarterly Revenue Growth



**5-Year Revenue CAGR: 58%** (2020 to 2024)

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



## Recurring Revenue

**MRR from Tech-elevated Management Services fees for:**

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

**7.32 million in Q4-2024**

73% increase YoY

87% of total revenue



## Transactional Revenue

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

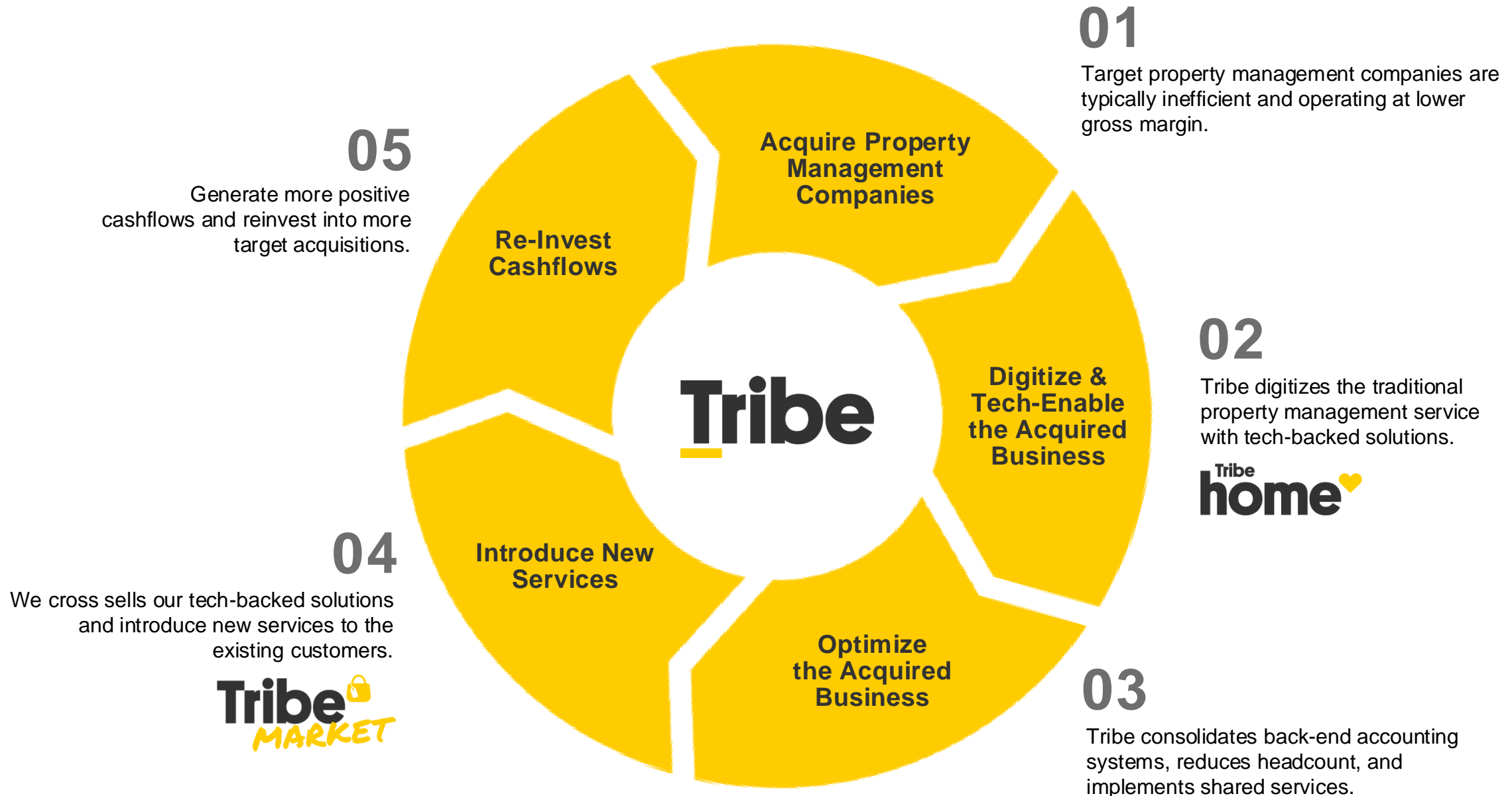
- Software Licensing
- Data Reporting and Access
- Banking Services
- Rental/Lease-Up Services
- Special Projects
- 30+ offers in Tribe's digital marketplace for homeowners
- Smart-building product installations such as digital parcel delivery systems
- Financial & insurance services

**\$1.11 million in Q4-2024**

27% increase YoY

13% of total revenue





**\$20** / Home  
**\$2** Transactions  
**30-35%** Gross Margin

\$20	Revenue Per Home
\$2	Ops Transactions
\$22	Total

Building Transformation



- Tribe Home App
- Accounting Consolidation
- AI Support Agent
- Cost Optimization
- Shared Services
- Billing Improvement
- Marketplace
- 3<sup>rd</sup> Party Services

**\$40** / Home  
**\$10** Transactions  
**41.5%** Gross Margin

\$40	Revenue Per Home
\$10	Ops Transactions
\$1.10	Insurance Sales
\$2.25	Sub-Metering
\$2.00	Grocery Delivery
\$1.50	Telecomm
\$2.15	Other
\$50+	Potential Total

(1)Not normalized for acquired contracts.

01

'Buy Canadian' sentiment

02

Recession-proof and tariff-proof business

03

Increased activity in the rental market

04

Property management decisions guided by data

05

Housing shortage is a long-term growth driver

01

Positive cash flow generation from operating activities in 2025.

*Expect to achieve record revenue in 2025 through combination of organic and inorganic growth opportunities.*

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

02

Execute on M&A strategy

*Focused M&A strategy to accelerate growth, expand services offering, and expand geographic coverage.*

*Continue to leverage Canadian brand and leadership to win new contracts.*

03

Increase organic growth

*Innovate by investing in our software platform and AI solutions.*

*Housing shortage provides long-term favorable trend.*

# Q&A

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