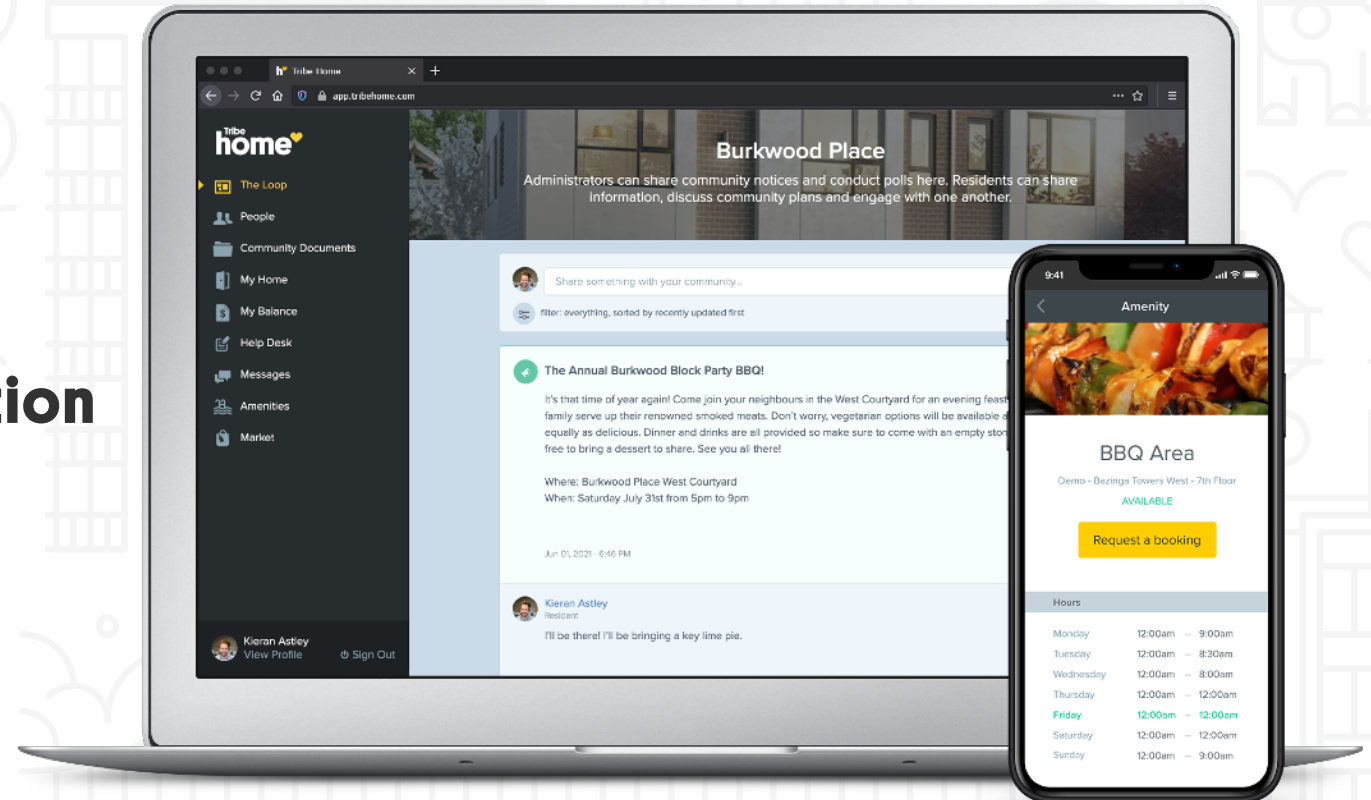




Community Living, Simplified

Q3 - 2022 Financial Results Presentation



November 29, 2022

TribeTech.com

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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.

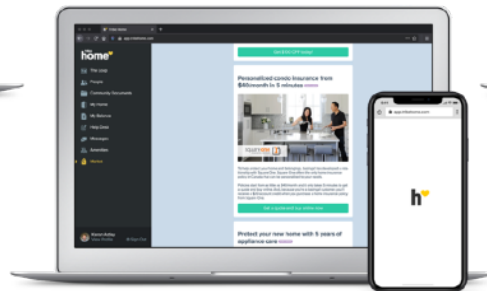
In this presentation non-GAAP measures include "Average Digital Cost Per Lead", "Average Cost per Community Acquisition" and "monthly recurring revenue (MRR)" and "Average Community Lifetime Value". As noted, these non-GAAP measures have been included as indicators to assess companies such as ours. Similarly, 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.

One-stop-shop alternative to traditional property management.

Digital Owners Engagement and Information Access



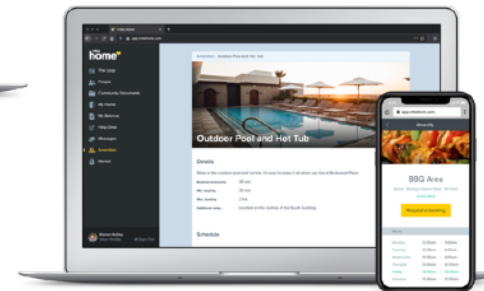
Digital Marketplace for Owners and Communities



Community Spending Benchmarking



Digital Shared Services for Communities



Day-to-Day Management Services



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



\$19.8 Billion+

Total Asset Value
under Management*

110,000+

Number of homes using our
technology

98,300+

Number of Residents
in Tribe-Managed
Communities

\$212 Million+

Annual Budgets
managed on behalf
of our Communities

25 Million+ SF

Condo/Strata Square
Feet Managed

220+

Tribe Employees

\$115 Million+

Annual rent collected on
behalf of our Clients

6.8 Million+ SF

Rental & Commercial Square
Feet Managed

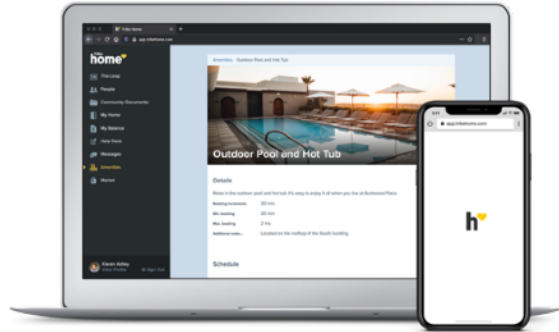
473 Million+

Community Data Points

Updated November, 2022

*Updated as of April, 2022

**Excluding building service division (RDC)



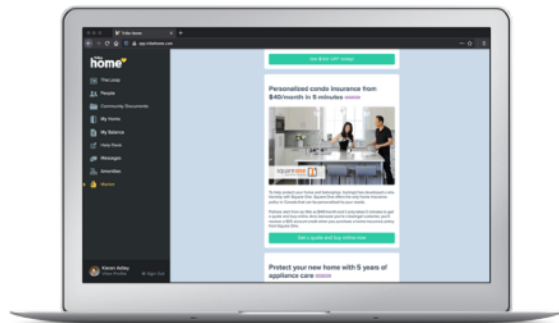
Software and Service Revenue

- *Investors/Asset Managers - Rental Communities*
- *Developers - New Communities*
- *Condo Corps - Existing Communities*



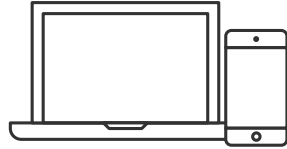
Transactional Revenue

- *Transactional fees (Rent or Condo fees)*
- *Data reporting and access*
- *Banking services*
- *Rental/lease-up services*
- *Special projects*



Digital Services & Partnerships Revenue

- *Community smart-building products*
- *In-Home marketplace*
- *Financial services*
- *Insurance services*



Quarterly Revenue

Tribe reports Q3, 2022 quarterly revenue **increase of 10.9%** over same quarter last year to \$4,529,310.



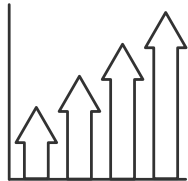
C-Suite Leadership

Appointed Drew Keddy to **new role of COO** in September, 2022.



Partnerships

Added **10** new partnerships in Q3, including **Hytec Water Management**. Signed **national ESG** partnership with **Enersavings**.*



Expanded M&A Funnel

11 acquisitions completed-to-date.

- Signed agreement to acquire strata assets from **Warrington PCI Management** set to **close early December**.*
- **Southview** closed June 30, integration on schedule for December 1.



Revenue Growth

Tribe recognized for revenue increase of **502%** from 2018 to 2021*:

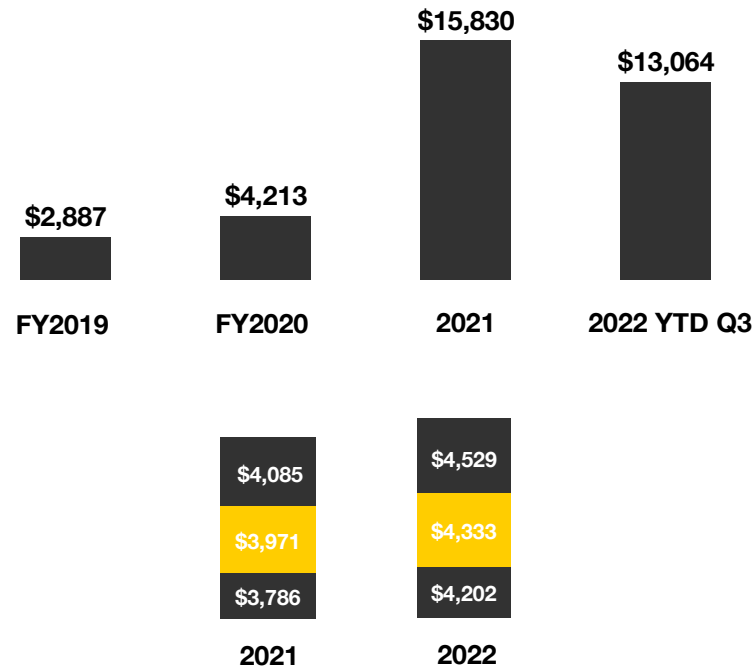
- **Deloitte Fast50** (Canada)
- **Deloitte Fast500** (North America)



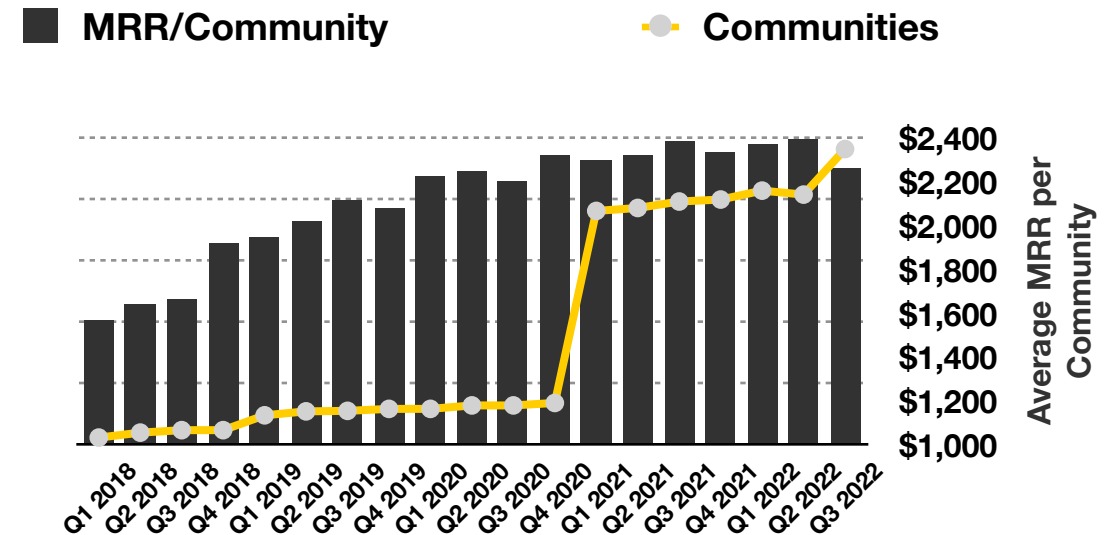
Digital Marketplace

Launched **Tribe Market** - a **curated digital marketplace** for homeowners and residents.*

Consolidated Revenue - (000's) (1)



Average MRR per Community (2)



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

(2) Not normalized for acquired contracts.

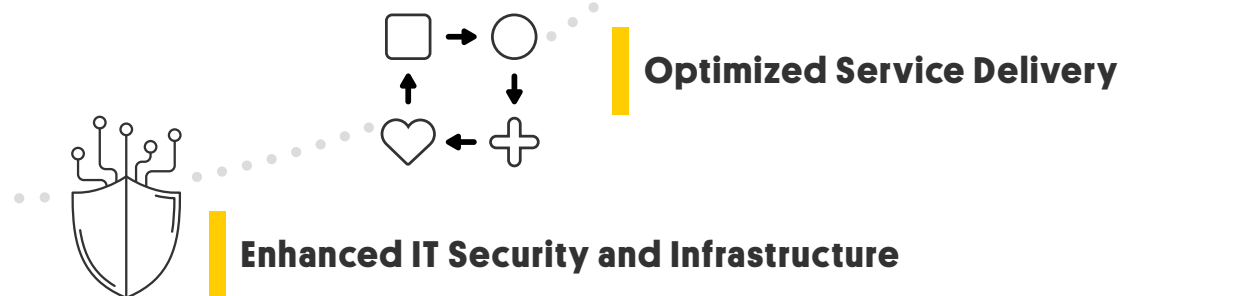
The company is positioned to execute on an aggressive M&A opportunity of Property Management and Prop-Tech companies in North America.

Upon acquisition, Tribe has developed an M&A playbook implementing the tech-forward collaborative strategy aimed to: streamline processes, expand into new markets, drive organic growth and new revenue streams, lower management costs and increase revenues.

Acquisition Criteria

- ✓ *EBITDA + Multiple Accretive*
- ✓ *Expand Addressable Market (self-managed)*
- ✓ *Geographic Expansion*
- ✓ *Tech Expansion*
- ✓ *New Verticals*

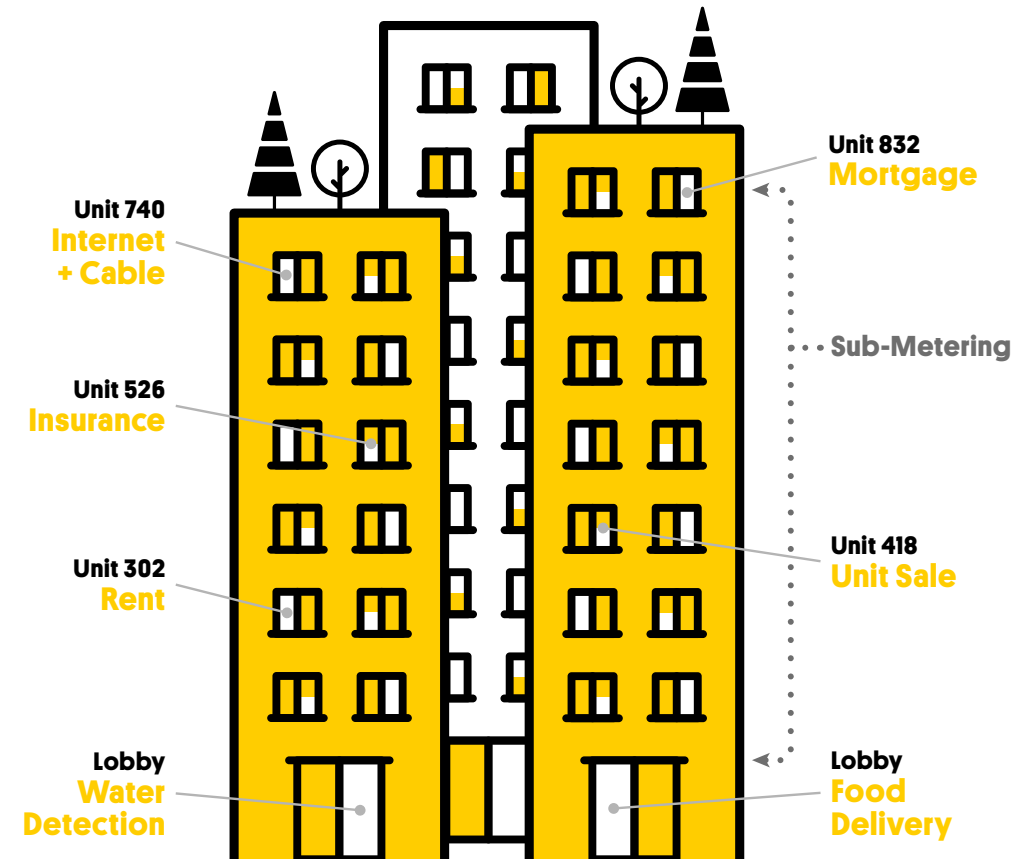
Integration Team of 15 Professionals
In-House Expertise
M&A Playbook
Successful History of 11* Acquisitions



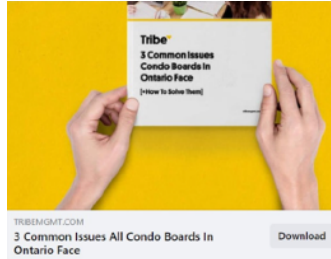
Growing our footprint: M&A and integrations



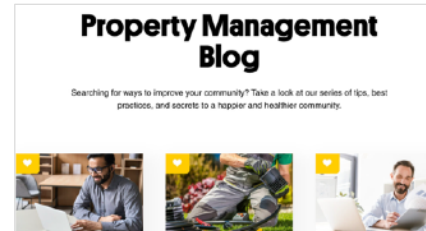
Growing our Digital Services: In-house and partnerships



Tribe's unique tech-based approach is attractive to the market, feeding growth organically.



Paid ad campaigns targeted to geographic regions, touching on key industry pain points



SEO and Content Strategy built on content pillars that connect, info, educate and protect



Proposals based on geographic region and service type

Total Leads Q3 2022: **114** (**-19.5%**)
Q3 2021: **141**

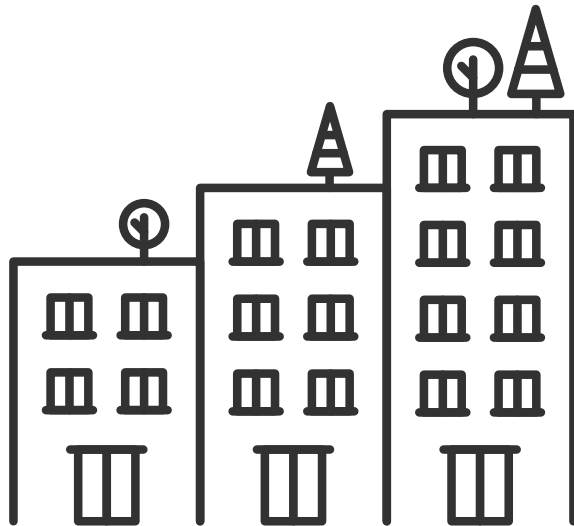
Win Percentage Q3 2022: **37.5%** (**+92%**)
Q3 2021: **19.5%**

Avg. Digital Cost Per Lead Q3 2022: **\$21.64** (**-2.57%**)
Q3 2021: **\$22.21**

Average Lifetime Community Value:
\$683,945*

Traditional Property Management:
\$20/Home + \$2 Ops Transactions

30-35% Gross Margin
10-15% Churn



*YTD September 30, 2022

Tribe-Digitized Residential Community*:
\$31/Home and \$5 Ops Transactions
and Digital Partnership Revenue

39% Gross Margin*
4% Churn*

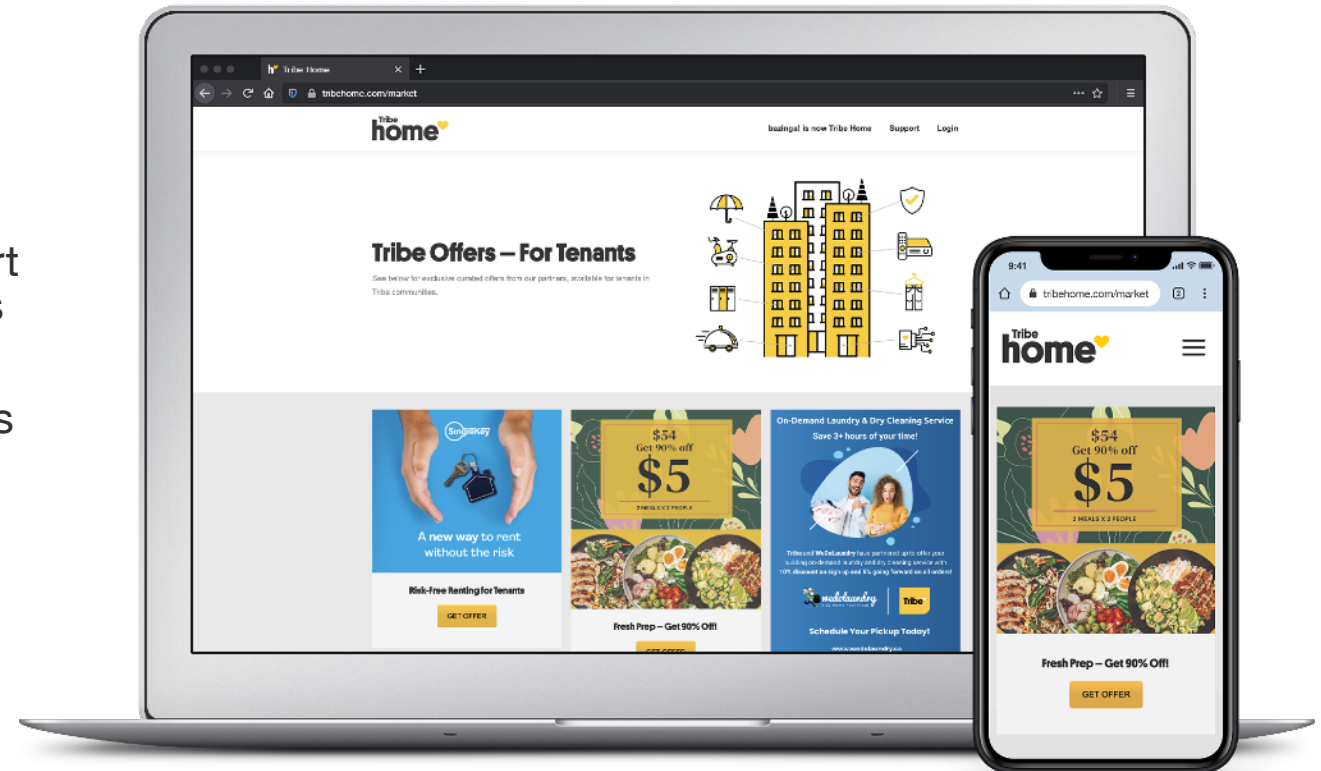
\$31	Revenue Per Home
\$5	Ops Transactions
\$1.1**	Insurance Sales**
\$2.25**	Sub-Metering**
\$2**	Grocery Delivery**
\$1.50**	Telecomm**
++	Other**
\$40++	Sub Total

** examples of digital partnerships program revenue

Simplifying people's lives by leveraging the group buying power of the 100,000+ people living in Tribe-enabled buildings.

Tribe connects clients with services that support their daily living through carefully curated offers in our digital marketplace.

- Filtered categories to help owners & residents find what they need.
- Able to segment offer by location, type and age of building.
- Easy “new offer” onboarding process.
- Supports efficiency and financial ease for homeowners and residents of Tribe’s multi-family communities.



10 new partnerships signed in Q3, 2022 including:



as well as NBA, MLB, NHL & MLS Shops

Tribe continues to add digital partnership offers to our communities, realizing additional recurring revenue opportunities.

60% of Condos in Canada are not insured/under-insured



39% Conversion Rate

11.56% Increase in revenue over Q2 2022.

*Insurance offer to full transaction

	millions#	millions\$(1)
Basic Shares Outstanding	21.24	-
Warrants (@ \$5.10, Jan 2025 Expiry)	5.25	26.8
Options / Comp Options	1.13	4.7
Broker Warrants	0.46	2.3
Total	28.08	33.8

**Industry
& Strategic
Investors
40%**



**Founders,
Directors &
Management
25%**

**Institutional &
Retail Investors
35%**

Top 5 Shareholders

Name	%
Aquilini	21.2%
TY & Sons	14.7%
Round 13	11.8%
Joseph Nakhla (Tribe CEO)	10.1%
Peterson	7.4%

Analyst Coverage

Firm	Analyst	Contact Details
Laurentian Bank Securities	Frederic Blondeau	blondeauf@vmbi.ca
Stifel GMP	Suthan Sukumar	Ssukumar@stifel.com



Expand M&A Funnel



**Digital Marketplace
For Owners & Residents**



Industry Outlook

Q&A