

TRIBE PROPERTY TECHNOLOGIES INC.

Condensed Consolidated Interim Financial Statements
For the three and nine months ended September 30, 2022 and 2021

(Expressed in Canadian Dollars - unaudited)

TRIBE PROPERTY TECHNOLOGIES INC.
Condensed Consolidated Interim Statements of Financial Position
(Expressed in Canadian Dollars)

| As at | September 30, 2022 (unaudited) | December 31, 2021 |
|---|-----------------------------------|----------------------|
| ASSETS | | |
| Current assets | | |
| Cash and cash equivalents | \$ 11,928,059 | \$ 1,211,899 |
| Accounts receivable, net of allowance for doubtful accounts (Note 19) | 1,026,194 | 686,336 |
| Prepaid expenses | 230,707 | 298,231 |
| Investments | 59,160 | 75,832 |
| Total current assets | 13,244,120 | 2,272,298 |
| Property and equipment (Note 7) | 4,192,181 | 4,100,777 |
| Intangible assets (Note 8) | 7,883,095 | 7,151,440 |
| Goodwill (Note 8) | 4,909,931 | 4,857,516 |
| TOTAL ASSETS | \$ 30,229,327 | \$ 18,382,031 |
| LIABILITIES | | |
| Current liabilities | | |
| Accounts payable and accrued liabilities (Note 20) | \$ 1,683,937 | \$ 1,401,986 |
| Deferred revenue (Note 9) | 268,832 | 238,258 |
| Loans and borrowings (Note 10) | 115,693 | 159,181 |
| Current portion of lease obligations (Note 11) | 890,380 | 855,813 |
| Note payable (Note 12) | 936,068 | 1,923,117 |
| Total current liabilities | 3,894,910 | 4,578,355 |
| Lease obligations (Note 11) | 3,040,437 | 2,951,132 |
| Note payable (Note 12) | 2,909,378 | 2,865,190 |
| TOTAL LIABILITIES | 9,844,725 | 10,394,677 |
| SHAREHOLDERS' EQUITY | | |
| Share capital (Note 13) | 54,231,516 | 34,697,639 |
| Reserve (Notes 13 and 14) | 2,374,243 | 1,749,832 |
| Accumulated deficit | (36,221,157) | (28,460,117) |
| TOTAL SHAREHOLDERS' EQUITY | 20,384,602 | 7,987,354 |
| TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY | \$ 30,229,327 | \$ 18,382,031 |

Subsequent Events (Note 21)

These condensed consolidated interim financial statements were authorized for issue by the Board of Directors on November 28, 2022. They are signed on behalf of the Board of Directors by:

/s/ "Joseph Nakhla"
CEO and Director

/s/ "Raymond Choy"
Director

The accompanying notes form an integral part of these condensed consolidated interim financial statements.

TRIBE PROPERTY TECHNOLOGIES INC.
Condensed Consolidated Interim Statements of Loss and Comprehensive Loss
(Expressed in Canadian Dollars - unaudited)

| | <u>For the Three Months Ended</u> | | <u>For the Nine Months Ended</u> | |
|---|-----------------------------------|-----------------------|----------------------------------|-----------------------|
| | September 30, 2022 | September 30, 2021 | September 30, 2022 | September 30, 2021 |
| REVENUE (Note 5) | \$ 4,529,310 | \$ 4,085,215 | \$ 13,064,345 | \$ 11,842,160 |
| OPERATING EXPENSES | | | | |
| Cost of software and services and software licensing fees | 2,942,847 | 2,088,501 | 7,942,773 | 6,095,543 |
| Selling, general and administrative expenses (Note 6) | 3,772,697 | 3,111,480 | 11,218,849 | 8,381,867 |
| Depreciation (Note 7) | 228,411 | 218,215 | 661,622 | 655,249 |
| Amortization of intangible assets (Note 8) | 106,855 | 93,071 | 299,449 | 275,211 |
| Stock-based compensation (Notes 14 and 17) | 100,848 | 169,519 | 298,630 | 673,226 |
| | 7,151,658 | 5,680,786 | 20,421,323 | 16,081,096 |
| LOSS FROM OPERATIONS | (2,622,348) | (1,595,571) | (7,356,978) | (4,238,936) |
| OTHER INCOME AND EXPENSES | | | | |
| Interest expense (Notes 10, 11 and 12) | (174,076) | (172,753) | (535,994) | (625,693) |
| Interest income | 70,238 | - | 152,714 | - |
| Foreign exchange gain (loss) | (3,324) | 8,580 | (4,392) | 6,664 |
| Fair value gain (loss) on investment | (4,361) | 1,378 | (16,672) | 9,262 |
| Listing expenses (Note 3) | - | - | - | (1,634,456) |
| NET LOSS AND COMPREHENSIVE LOSS BEFORE TAX | (2,733,871) | (1,758,366) | (7,761,322) | (6,483,159) |
| Income tax recovery (expense) | - | (899) | 282 | (80,067) |
| NET LOSS AND COMPREHENSIVE LOSS | \$ (2,733,871) | \$ (1,759,265) | \$ (7,761,040) | \$ (6,563,226) |
| LOSS PER SHARE, BASIC AND DILUTED | \$ (0.13) | \$ (0.11) | \$ (0.37) | \$ (0.44) |
| WEIGHTED AVERAGE NUMBER OF COMMON SHARES | 21,223,479 | 15,890,254 | 20,910,611 | 15,016,026 |

The accompanying notes form an integral part of these condensed consolidated interim financial statements.

TRIBE PROPERTY TECHNOLOGIES INC.
Condensed Consolidated Interim Statements of Cash Flows
(Expressed in Canadian Dollars - unaudited)

| | For the Nine Months Ended | |
|---|----------------------------------|---------------------------|
| | September 30, 2022 | September 30, 2021 |
| Cash flows provided by (used in): | | |
| OPERATING ACTIVITIES | | |
| Net loss | \$ (7,761,040) | \$ (6,563,226) |
| Adjustments for items not affecting cash: | | |
| Income tax expense (recovery) | (282) | 80,067 |
| Depreciation | 661,622 | 655,249 |
| Amortization of intangible assets | 299,449 | 275,211 |
| Interest expense | 535,994 | 625,693 |
| Interest income | (152,714) | - |
| Fair value loss (gain) on investment | 16,672 | (9,262) |
| Stock-based compensation | 298,630 | 673,226 |
| Consulting fees | - | 50,000 |
| Listing expenses | - | 1,381,428 |
| | (6,101,669) | (2,831,614) |
| Net changes in non-cash working capital items: | | |
| Receivables and prepaid expenses | (246,953) | 239,902 |
| Accounts payable and accrued liabilities | 248,992 | (1,245,631) |
| Deferred revenue | 30,574 | (61,784) |
| | 32,613 | (1,067,513) |
| Taxes paid | - | (80,067) |
| Interest paid | (476,368) | (544,106) |
| Net cash flows used in operating activities | (6,545,424) | (4,523,300) |
| INVESTING ACTIVITY | | |
| Payment for acquisition of Gateway | - | (5,000,000) |
| Payment for acquisition of Southview | (347,747) | - |
| Purchase of property and equipment | (163,125) | (95,137) |
| Purchase of intangible assets | - | (165,000) |
| Cash acquired from RTO | - | 673,611 |
| Cash acquired from acquisition | 37,461 | - |
| Purchase price adjustment | (9,368) | - |
| Additions to Intangible Assets | (475,000) | - |
| Net cash flows used in investing activities | (957,779) | (4,586,526) |
| FINANCING ACTIVITIES | | |
| Proceeds from issuance of shares, net of share issuance costs | 19,725,301 | 12,384,990 |
| Proceeds from exercise of stock options | 18,288 | - |
| Repayment of shareholder loans | - | (889,926) |
| Repayment of operating line of credit | - | (44,457) |
| Repayment of demand loan | (45,975) | (45,975) |
| Repayment of note payable | (1,000,000) | - |
| Repayment of lease obligations | (444,320) | (405,956) |
| Common shares repurchased | (33,931) | - |
| Net cash flows provided by financing activities | 18,219,363 | 10,998,676 |
| Net increase in cash | 10,716,160 | 1,888,850 |
| Cash and cash equivalents, beginning | 1,211,899 | 908,009 |
| Cash and cash equivalents, ending | \$ 11,928,059 | \$ 2,796,859 |
| Supplemental cash flow information: | | |
| Non-cash settlement of shareholder loans | \$ - | \$ 1,266,365 |
| Common shares issued for consulting services | - | 50,000 |
| Common shares issued for acquisition | 150,000 | - |

The accompanying notes form an integral part of these condensed consolidated interim financial statements.

TRIBE PROPERTY TECHNOLOGIES INC.

Condensed Consolidated Interim Statements of Changes in Shareholders' Equity

(Expressed in Canadian Dollars - unaudited)

| | Number of shares | Amount | Reserve | Accumulated deficit | Total |
|---|---------------------|----------------------|---------------------|------------------------|----------------------|
| Balance, December 31, 2020 | 12,600,000 | \$ 19,361,821 | \$ 646,481 | \$ (20,850,848) | \$ (842,546) |
| Shares issued for cash (Note 13) | 2,665,984 | 13,329,920 | - | - | 13,329,920 |
| Share issuance costs (Note 13) | - | (1,165,467) | 220,537 | - | (944,930) |
| Shares issued for reverse take-over (Notes 3 and 13) | 361,000 | 1,805,000 | 67,169 | - | 1,872,169 |
| Shares issued to settle related party loans (Notes 13 and 17) | 253,270 | 1,266,365 | - | - | 1,266,365 |
| Shares issued for consulting services (Notes 13 and 17) | 10,000 | 50,000 | - | - | 50,000 |
| Stock-based compensation (Notes 14 and 17) | - | - | 673,226 | - | 673,226 |
| Net and comprehensive loss for the period | - | - | - | (6,563,226) | (6,563,226) |
| Balance, September 30, 2021 | 15,890,254 | \$ 34,647,639 | \$ 1,607,413 | \$ (27,414,074) | \$ 8,840,978 |
| Balance, December 31, 2021 | 15,903,231 | \$ 34,697,639 | \$ 1,749,832 | \$ (28,460,117) | \$ 7,987,354 |
| Shares issued for cash (Note 13) | 5,250,000 | 21,000,000 | - | - | 21,000,000 |
| Share issuance costs (Note 13) | - | (1,611,377) | 336,678 | - | (1,274,699) |
| Exercise of stock options (Note 14) | 6,650 | 29,185 | (10,897) | - | 18,288 |
| Shares issued for Southview acquisition (Notes 4 and 13) | 76,635 | 150,000 | - | - | 150,000 |
| Stock-based compensation (Notes 14 and 17) | - | - | 298,630 | - | 298,630 |
| Common shares repurchased and held in treasury (Note 13) | - | (7,711) | - | - | (7,711) |
| Common shares repurchased and cancelled (Note 13) | (12,900) | (26,220) | - | - | (26,220) |
| Net and comprehensive loss for the period | - | - | - | (7,761,040) | (7,761,040) |
| Balance, September 30, 2022 | 21,223,616 | \$ 54,231,516 | \$ 2,374,243 | \$ (36,221,157) | \$ 20,384,602 |

In connection with the reverse acquisition transaction (Note 3), Tribe Private consolidated its common shares on the basis of one post-consolidation common share for every 9.1719 pre-consolidation common shares. All share figures have been recast to reflect the consolidation (Note 13).

The accompanying notes form an integral part of these condensed consolidated interim financial statements.

TRIBE PROPERTY TECHNOLOGIES INC.

Notes to the Condensed Consolidated Interim Financial Statements
For the three and nine months ended September 30, 2022 and 2021
(In Canadian dollars)

1. REPORTING ENTITY

On March 15, 2021, the Company (then “Cherry Street Capital Inc.”, a Canadian capital pool company previously listed on the TSX Venture Exchange (the “Exchange”) under the symbol “CHSC.P”) (“Cherry Street”) acquired all of the outstanding shares of Tribe Property Technologies Inc. (“Tribe Private”) by way of a three-cornered amalgamation, pursuant to which a wholly-owned subsidiary of Cherry Street amalgamated with Tribe Private, with Tribe Private surviving as a wholly-owned subsidiary of Cherry Street under the name “Tribe Property Solutions Inc.” (the “Qualifying Transaction”). On March 15, 2021, Cherry Street changed its name to “Tribe Property Technologies Inc.” (“Tribe” or the “Company”) and on March 25, 2021, the Company was listed on the Exchange under the symbol “TRBE”. This transaction constituted Cherry Street’s qualifying transaction for the purposes of the Exchange’s policies and a reverse acquisition (the “RTO”) for the purposes of Canadian securities laws (Note 3). Tribe Private has been identified as the accounting acquirer, and accordingly, the Company is considered to be a continuation of Tribe Private, and the net assets of Cherry Street at the date of the RTO are deemed to have been acquired by Tribe Private. These financial statements include the results of operations of Cherry Street from March 15, 2021. The comparative figures are those of Tribe Private prior to the RTO.

The Company was incorporated under the *Business Corporations Act* (Ontario) on June 5, 2017 and changed its name to Tribe Property Technologies Inc. on March 15, 2021. The Company’s registered office is located at 2100-885 Scotia Plaza, 40 King Street West, Toronto, Ontario, M5H 3C2 and its principal place of business is located at 1606-1166 Alberni Street, Vancouver, BC, V6E 3Z3.

The Company’s principal business activity is offering technology-enabled property management services to meet the needs of developers, condominium and residential communities, owners and residents. The services provided via its technology platform are focused on improving the living experience of the residents within each community, with a key focus on communication, information, education and protection. Through its technology platform, the Company provides on-demand access to important records and documents, simple communication tools, online payment options, bookable amenities and a ticketing system for residents to notify their developer or management of issues, warranty concerns and deficiencies.

On March 11 2020, the World Health Organization characterized the outbreak of a strain of the novel coronavirus (“COVID-19”) as a pandemic which has resulted in a series of public health and emergency measures that have been put in place to combat the spread of the virus. The duration and impact of COVID-19 is unknown at this time and it is not possible to reliably estimate the impact that the length and severity of these developments will have on the financial results and condition of the Company in future periods, including the possible impact on future financing opportunities.

2. BASIS OF PRESENTATION

2.1 *Statement of compliance*

These condensed consolidated interim financial statements have been prepared in accordance with International Accounting Standard (“IAS”) 34, *Interim Financial Reporting*, as issued by the International Accounting Standards Board (“IASB”). Accordingly, certain information and footnote disclosure normally included in annual financial statements prepared in accordance with International Financial Reporting Standards (“IFRS”) have been omitted or condensed, and therefore these condensed consolidated interim financial statements should be read in conjunction with the Company’s audited consolidated financial statements for the period ended December 31, 2021 and the notes thereto.

These condensed consolidated interim financial statements are based on the IFRS issued and effective as of November 28, 2022, the date these condensed consolidated interim financial statements were authorized for issuance by the Company’s Board of Directors, and follow the same accounting policies and methods of computation as the most recent annual financial statements.

2.2 *Significant accounting judgements, estimates and assumptions*

Business combinations

On the completion of business acquisitions, management’s judgement is required to estimate the purchase price and to identify and determined the fair value all assets acquired and liabilities assumed. The determination of the fair value of assets acquired and liabilities assumed is based on management’s estimates and certain assumptions generally included in a present value calculation of the related cash flows.

TRIBE PROPERTY TECHNOLOGIES INC.

Notes to the Condensed Consolidated Interim Financial Statements
For the three and nine months ended September 30, 2022 and 2021
(In Canadian dollars)

2. BASIS OF PRESENTATION (continued)

Going concern

Management has applied judgements in the assessment of the Company's ability to continue as a going concern when preparing its condensed consolidated interim financial statements. Management prepares its condensed consolidated interim financial statements on a going concern basis unless management either intends to liquidate the Company or has no realistic alternative other than to do so.

Impairment of goodwill

Determining whether goodwill is impaired requires an estimation of the value in use of the Cash Generating Unit ("CGU") to which goodwill has been allocated. The value in use calculation requires management to estimate the future cash flows expected to arise from the CGU and a suitable discount rate in order to calculate present value. Where the actual future cash flows are less than the carrying value of the CGU, a material impairment loss may arise.

The Company tests goodwill for impairment at least annually in accordance with the requirements of IAS 36 *Impairment of Assets*. The recoverable amounts of CGU's are determined based on the greater of their fair value less costs of disposal and value in use.

For the purposes of impairment testing, assets are grouped into CGU's that have been identified as being the smallest identifiable group of assets that generate cash inflows that are independent of cash inflows of other assets or groups of assets. The determination of these CGU's is based on management's judgement in regards to shared infrastructure, geographical proximity, product type and other relevant factors.

Value in use calculations requires assumptions about revenue growth rates, operating margins, and discount rates. In arriving at its forecasts, the Company considered past experience, economic trends and inflation as well as industry and market trends.

Determination of useful life

Each significant component of property and equipment and intangible assets are depreciated over their estimated useful lives. Estimated useful lives are determined based on current facts and past management experience and take into consideration the anticipated physical life of the asset, existing long-term sales agreements and contracts, current and forecasted demand, and the potential for technological obsolescence.

3. REVERSE ACQUISITION TRANSACTION

On March 15, 2021, Cherry Street acquired all of the outstanding shares of Tribe Private by way of a three-cornered amalgamation and changed its name to "Tribe Property Technologies Inc." (Note 1). The transaction was completed by way of a share exchange between the shareholders of Cherry Street and the shareholders of Tribe Private. In exchange for 100% of the issued and outstanding shares of Tribe Private, the shareholders of Tribe Private received an aggregate of 15,529,257 common shares of the Company. Stock options of Cherry Street and Tribe Private were exchanged for stock options of the Company.

The transaction resulted in Tribe Private obtaining control of the combined entity by obtaining control of governance and management decision-making processes, and the resulting authority to govern the financial and operating policies of the combined entity.

The transaction constituted a RTO of Cherry Street by Tribe Private and has been accounted for as a RTO transaction in accordance with IFRS 2, Share-based payments. Cherry Street did not meet the definition of a business in accordance with IFRS 3, Business combinations, as such, the transaction does not constitute a business combination.

For accounting purposes, Tribe Private is treated as the accounting parent (legal subsidiary) and Cherry Street as the accounting subsidiary (legal parent). The fair value of the consideration paid by Tribe Private less the fair value of net assets acquired of Cherry Street constitutes listing expense and has been recorded in the statement of loss and comprehensive loss.

The RTO was measured at the fair value of the shares that Tribe Private would have had to issue to the shareholders of Cherry Street, being 361,000 common shares, to give the shareholders of Cherry Street the same percentage of equity interest in the combined entity that results from the reverse acquisition had it taken the legal form of Tribe Private acquiring Cherry Street.

TRIBE PROPERTY TECHNOLOGIES INC.

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(In Canadian dollars)

3. REVERSE ACQUISITION TRANSACTION (continued)

| | | |
|--|-----------|------------------|
| Consideration paid on RTO | | |
| 361,000 common shares (Note 13) | \$ | 1,805,000 |
| Fair value of replacement options ⁽¹⁾ (Note 14) | | 67,169 |
| Total consideration | | 1,872,169 |
| Fair value of net assets acquired | | |
| Cash | | 673,611 |
| Accounts payable | | (182,870) |
| Net identifiable assets acquired | | 490,741 |
| Excess consideration over net assets acquired | | 1,381,428 |
| Transaction costs | | 253,028 |
| Listing expenses | \$ | 1,634,456 |

⁽¹⁾ Fair value of 36,100 options issued upon completion of the RTO.

4. BUSINESS COMBINATIONS

On December 31, 2020, the Company acquired 100% of the common shares of Gateway Property Management Corp. ("Gateway") and R.D.C. Property Services Ltd. ("RDC") for 200,000 common shares of the Company and a promissory note of \$9,000,000 (Note 12). Included in the agreement are purchase price adjustments that were based on revenue targets for the year ended December 31, 2021. There were no adjustments made to the purchase price. In connection with the acquisition, the Company incurred and expensed transaction costs of \$110,000.

In accordance with the measurement requirements set out under IFRS 3, Business Combinations, the preliminary purchase price allocation based on the fair value of assets acquired and liabilities assumed is as follows:

| | | |
|--|-----------|-------------------|
| Fair value of Tribe shares (200,000 common shares at \$5 per share) | \$ | 1,000,000 |
| Promissory note (Note 12) | | 8,688,417 |
| Working capital payment adjustment | | 968,792 |
| Fair value of purchase consideration | \$ | 10,657,209 |
| Allocated to: | | |
| Cash | \$ | 876,774 |
| Investment in marketable securities | | 60,958 |
| Accounts receivable | | 384,897 |
| Prepaid expenses | | 262,162 |
| Property and equipment | | 1,612,096 |
| Intangible assets | | 6,257,650 |
| Goodwill | | 4,766,641 |
| Accounts payable and accrued liabilities | | (550,189) |
| Lease liabilities | | (1,323,780) |
| Deferred tax liability | | (1,690,000) |
| Total | \$ | 10,657,209 |

TRIBE PROPERTY TECHNOLOGIES INC.

Notes to the Condensed Consolidated Interim Financial Statements
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(In Canadian dollars)

4. BUSINESS COMBINATION (continued)

The goodwill represented the excess of the purchase price over the fair value of net assets acquired. It is attributable to the workforce acquired and expected synergies from combining operations. None of the goodwill is deductible for tax purposes.

The receivables acquired in the transaction had a fair value of \$384,897 which approximated the gross contractual amounts receivable. The best estimate at the acquisition date of the contractual cash flows for which collection is uncertain is \$0.

During the year ended December 31, 2021, the working capital payment adjustment was increased by \$31,208 to \$1,000,000 to account for delayed payment and adjustment of security (Notes 8 and 12). During the nine months ended September 30, 2022, the working capital payment adjustment was made (Note 12). No other adjustments were made to the purchase price allocation.

On June 30, 2022, the Company acquired 100% of the outstanding share capital of Southview Property Management Inc. ("Southview") for 76,635 common shares of the Company, \$347,747 cash consideration, and \$100,000 in cash consideration that is deferred until twelve months after the closing date, and subject to certain adjustments based on revenue and customer contracts. The common shares issued was equal to the twenty-day average closing price immediately prior to the closing date. All common shares issued is subject to a voluntary lock-up from which one-third of the shares will be released every six months for a period of eighteen months.

In accordance with the measurement requirements set out under IFRS 3, Business Combinations, the preliminary purchase price allocation based on the fair value of assets and liabilities assumed is as follows:

| | | |
|--|-----------|----------------|
| Fair value of Tribe shares | \$ | 150,000 |
| (76,635 common shares at \$1.96 per share) (Note 13) | | |
| Deferred cash consideration | | 100,000 |
| Cash consideration | | 347,747 |
| Fair value of purchase consideration | \$ | 597,747 |
| Allocated to: | | |
| Cash and cash equivalents | \$ | 37,461 |
| Accounts receivable | | 4,725 |
| Prepaid expenses | | 20,656 |
| Equipment | | 21,709 |
| Right-of-use assets (Note 7) | | 65,605 |
| Intangible assets (Note 8) | | 471,736 |
| Goodwill (Note 8) | | 52,415 |
| Lease liabilities (Note 11) | | (65,605) |
| Accounts payable and accrued liabilities | | (17,356) |
| Professional Fees paid by Southview | | 6,401 |
| Total | \$ | 597,747 |

The Company elected to allocate 90% of the purchase price over the fair value of the net assets acquired to Intangible Assets, and the remaining 10% to Goodwill. The rationale is that Goodwill is not significant given eventual full integration of Southview into the Company's operations. The Company has determined this is the most reasonable allocation prior to engaging a professional valuator to complete the purchase price allocation.

TRIBE PROPERTY TECHNOLOGIES INC.

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(In Canadian dollars)

5. REVENUE

A disaggregation of revenue from contracts with customers is as follows:

| | <u>Three Months Ended</u> | | <u>Nine Months Ended</u> | |
|---------------------------|---------------------------|---------------------------|---------------------------|---------------------------|
| | <u>September 30, 2022</u> | <u>September 30, 2021</u> | <u>September 30, 2022</u> | <u>September 30, 2021</u> |
| Software and service fees | \$ 4,145,450 | \$ 3,441,286 | \$ 11,660,209 | \$ 10,010,565 |
| Transactional revenues | 367,545 | 493,887 | 1,267,425 | 1,467,994 |
| Software and services | 4,512,995 | 3,935,173 | 12,927,634 | 11,478,559 |
| Software licensing fees | 16,315 | 150,042 | 136,711 | 363,601 |
| Total revenue | \$ 4,529,310 | \$ 4,085,215 | \$ 13,064,345 | \$ 11,842,160 |

6. SELLING, GENERAL AND ADMINISTRATIVE

Selling, general and administrative expenses are comprised of:

| | <u>Three Months Ended</u> | | <u>Nine Months Ended</u> | |
|--|---------------------------|---------------------------|---------------------------|---------------------------|
| | <u>September 30, 2022</u> | <u>September 30, 2021</u> | <u>September 30, 2022</u> | <u>September 30, 2021</u> |
| Salaries and wages | \$ 2,369,652 | \$ 1,749,081 | \$ 6,893,171 | \$ 4,743,001 |
| Office expenses | 943,233 | 721,249 | 2,436,301 | 2,161,114 |
| Professional fees | 176,986 | 190,113 | 1,023,897 | 577,010 |
| Subcontractors | 163,696 | 95,545 | 481,403 | 283,544 |
| Investor relations | 79,037 | 288,273 | 244,371 | 489,801 |
| Advertising and promotion | 40,093 | 67,219 | 139,706 | 127,397 |
| Total selling, general and administrative expenses | \$ 3,772,697 | \$ 3,111,480 | \$ 11,218,849 | \$ 8,381,867 |

TRIBE PROPERTY TECHNOLOGIES INC.

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(In Canadian dollars)

7. PROPERTY AND EQUIPMENT

| | Computer hardware | Computer software | Furniture and equipment | Leasehold improvements | Right-of-use assets | Total |
|---------------------------------|-------------------|-------------------|-------------------------|------------------------|---------------------|--------------|
| Cost | | | | | | |
| Balance, December 31, 2020 | \$ 242,879 | \$ 1,049,260 | \$ 156,797 | \$ 336,772 | \$ 1,896,451 | \$ 3,682,159 |
| Additions (Note 11) | 54,271 | 46,286 | 16,103 | - | 2,729,235 | 2,845,895 |
| Balance, December 31, 2021 | 297,150 | 1,095,546 | 172,900 | 336,772 | 4,625,687 | 6,528,055 |
| Additions (Note 11) | 66,626 | 84,315 | 33,893 | - | 502,587 | 687,421 |
| Assets acquired (Note 4) | - | - | - | - | 65,605 | 65,605 |
| Balance, September 30, 2022 | \$ 363,776 | \$ 1,179,861 | \$ 206,793 | \$ 336,772 | \$ 5,193,879 | \$ 7,281,081 |
| Accumulated amortization | | | | | | |
| Balance, December 31, 2020 | \$ 170,156 | \$ 763,719 | \$ 43,356 | \$ 165,911 | \$ 402,379 | \$ 1,545,521 |
| Depreciation | 49,025 | 94,049 | 37,683 | 23,728 | 677,272 | 881,756 |
| Balance, December 31, 2021 | 219,181 | 857,768 | 81,039 | 189,639 | 1,079,651 | 2,427,278 |
| Depreciation | 35,857 | 58,307 | 16,467 | 17,791 | 533,200 | 661,622 |
| Balance, September 30, 2022 | \$ 255,038 | \$ 916,075 | \$ 97,506 | \$ 207,430 | \$ 1,612,581 | \$ 3,088,900 |
| Net book value | | | | | | |
| Balance, December 31, 2021 | \$ 77,969 | \$ 237,778 | \$ 91,861 | \$ 147,133 | \$ 3,546,036 | \$ 4,100,777 |
| Balance, September 30, 2022 | \$ 108,738 | \$ 263,786 | \$ 109,287 | \$ 129,342 | \$ 3,581,028 | \$ 4,192,181 |

TRIBE PROPERTY TECHNOLOGIES INC.

Notes to the Condensed Consolidated Interim Financial Statements
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(In Canadian dollars)

8. INTANGIBLE ASSETS AND GOODWILL

| | Customer Relationships | Goodwill |
|---------------------------------|------------------------|--------------|
| Cost | | |
| Balance, December 31, 2020 | \$ 7,285,608 | \$ 5,483,697 |
| Additions (Note 4) | 415,000 | 31,208 |
| Impairment | - | (657,389) |
| Balance, December 31, 2021 | 7,700,608 | 4,857,516 |
| Additions (Note 4) | 1,021,736 | 52,415 |
| Purchase price adjustment | 9,368 | - |
| Balance, September 30, 2022 | \$ 8,731,712 | \$ 4,909,931 |
| Accumulated amortization | | |
| Balance, December 31, 2020 | \$ 178,366 | \$ - |
| Amortization | 370,802 | - |
| Balance, December 31, 2021 | 549,168 | - |
| Amortization | 299,449 | - |
| Balance, September, 2022 | \$ 848,617 | \$ - |
| Net book value | | |
| Balance, December 31, 2021 | \$ 7,151,440 | \$ 4,857,516 |
| Balance, September 30, 2022 | \$ 7,883,095 | \$ 4,909,931 |

During the year ended December 31, 2021, the Company completed acquisitions of three sets of property management contracts for total consideration of \$415,000. Of this amount, \$50,000 was settled through the issuance of common shares (Note 13). During the nine months ended September 30, 2022, there was a purchase price adjustment of \$9,368 on one of the acquisitions.

For the purposes of assessing impairment of goodwill and non-financial assets, the Company must identify its CGUs. Determination of what constitutes a CGU is subject to management judgment. Management has determined that the Company has two CGUs: Tribe CGU and Gateway CGU. Both CGUs belong to the Software and Services segment as they pertain to the property management business associated with the Company's community-living technology platform.

At December 31, 2021, the Company tested its CGUs for impairment of customer relationships and goodwill.

For the Gateway CGU, it was determined that the estimated recoverable amount of \$10,511,813 exceeded its carrying amount of \$9,278,310. The estimated recoverable amount of the Gateway CGU was calculated as the fair value of the assets less cost of disposal. The fair value less cost of disposal was determined with a discounted cash flow approach based on the Company's historical performance. The Company used a pre-tax discount rate of 8.7% that reflected current market assessments of the time value of money and the risks specific to the CGU. As certain inputs to the valuation are not based on observable market data, the recoverable value of Gateway CGU is categorized in Level 3 of the fair value measurement hierarchy. The Company recorded \$nil impairment.

For the Tribe CGU, it was determined that the carrying amounts of \$1,573,109 exceeded its estimated recoverable amount \$915,720. The estimated recoverable amount of the Tribe CGU was calculated as value in use. The value in use was determined with a discounted cash flow approach based on the Company's historical performance. The Company used a risk adjusted discount rate of 16.5% over a 5-year period with terminal value. The Company recorded an impairment charge of \$657,389 in operating expenses. The impairment was primarily attributable to an increase in selling, general and administrative expenses over historical periods as salaries and wages increased. A 1% increase in the assumed discount rate would result in an additional impairment of \$49,000.

At December 31, 2021, the carrying amount of goodwill allocated to the Gateway CGU is \$4,797,849 and the carrying amount of goodwill allocated to the Tribe CGU is \$59,667.

During the nine months ended September 30, 2022, the Company added Customer Relationships and Goodwill through its acquisition of Southview (Note 4).

During the nine months ended September 30, 2022, the Company added Customer relationships through its acquisition of Martello Property Services Inc for total consideration of \$550,000. The Company paid \$475,000 on the closing date of July 31, 2022, with \$75,000 payable on the date that is thirteen months after the closing date, and up to \$170,000 payable upon the future delivery of property management contracts related to buildings that are currently under

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8. INTANGIBLE ASSETS AND GOODWILL (continued)

development. The \$170,000 payable was not added to intangible assets and not accrued as there is no certainty that Martello would get the property management contracts for the buildings under development.

9. DEFERRED REVENUE

| | | |
|-----------------------------|----|-----------|
| Balance, December 31, 2020 | \$ | 216,178 |
| Billings | | 257,470 |
| Revenue recognized | | (235,390) |
| Balance, December 31, 2021 | | 238,258 |
| Billings | | 80,240 |
| Revenue recognized | | (49,666) |
| Balance, September 30, 2022 | \$ | 268,832 |

10. LOANS AND BORROWINGS

| | September 30, 2022 | December 31, 2021 |
|---------------------------|--------------------|-------------------|
| Operating lines of credit | \$ - | \$ - |
| CEBA loan | 26,295 | 23,808 |
| Demand loan | 89,398 | 135,373 |
| | \$ 115,693 | \$ 159,181 |

Operating line of credit

The Company has a \$1,000,000 operating line of credit with the Toronto-Dominion Bank ("TD") available to be drawn at the Company's discretion. The interest rate is prime + 1.25% per annum and is calculated daily and payable monthly in arrears. All amounts are repayable immediately on demand by TD and the credit facility may be terminated by TD at any time.

CEBA loan

On April 30, 2020, the Company received a \$40,000 line of credit under the Canada Emergency Business Account ("CEBA") program funded by the Government of Canada. The CEBA line of credit is non-interest bearing and can be repaid without penalty at any time.

On June 30, 2021, the outstanding balance on the CEBA line of credit of \$40,000 automatically converted to a 2-year interest-free term loan (the "CEBA term loan"). If 75% of the CEBA term loan is repaid on or before December 31, 2022, the remaining 25% will be forgiven. If, on December 31, 2022, the Company exercises the option for a 3-year term extension, interest of 5% per annum will apply to any remaining balance during the extension period. The Company recorded the CEBA term loan at fair value using an effective interest rate of 13.3%. The fair value of the CEBA term loan is accreted up to its cost and during the three and nine months ended September 30, 2022, interest accretion of \$829 (June 30, 2021 - \$702) and \$1,630 (June 30, 2021 - \$1,428) was recognized respectively.

Demand loan

On January 17, 2019, the Company secured a loan facility of up to \$300,000. The loan is due on demand and bears interest at prime plus 2% per annum, calculated on the daily outstanding balance of the loan, and is payable monthly.

The loan is secured by:

- First priority over all present and subsequently acquired personal property;
- Unlimited guarantee of advances executed by the Company, supported by second charge on all present and subsequently acquired personal property of the Company; and
- Evidence of business insurance, including general liability insurance.

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11. LEASES

The Company leases office space for its operations as well as computers and related equipment. The leased assets and liabilities were measured at the present value of the lease payments plus the anticipated exercise of renewal options, discounted using the incremental borrowing rate which was estimated to be between 10% and 13%.

The Company's lease liabilities are as follows:

| | September 30, 2022 | December 31, 2021 |
|--|--------------------|-------------------|
| Current portion of lease obligations | \$ 890,380 | \$ 855,813 |
| Non-current portion of lease obligations | 3,040,437 | 2,951,132 |
| | \$ 3,930,817 | \$ 3,806,945 |

The lease liability interest expense recognized in profit and loss and lease payments recognized in the financing component of statement of cash flows is as follows:

| | |
|-----------------------------|--------------|
| Balance, December 31, 2020 | \$ 1,639,700 |
| New leases (Note 7) | 2,729,235 |
| Interest expense | 408,652 |
| Payments | (970,642) |
| Balance, December 31, 2021 | 3,806,945 |
| New leases (Note 7) | 502,587 |
| Leases acquired (Note 4) | 65,605 |
| Interest expense | 293,920 |
| Payments | (738,240) |
| Balance, September 30, 2022 | \$ 3,930,817 |

As at September 30, 2022, the Company is committed to minimum lease payments as follows:

| | September 30, 2022 |
|--------------------------------------|--------------------|
| Less than one year | \$ 896,576 |
| One to five years | 2,757,788 |
| More than five years | 1,944,450 |
| Total undiscounted lease liabilities | \$ 5,598,814 |

The Company did not designate any leases as low-value or short-term under IFRS 16.

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12. NOTE PAYABLE

In connection with the acquisition of Gateway, the Company owed a note payable of \$9,000,000 plus a working capital adjustment of \$1,000,000 (Note 4). In nine months ended September 30, 2022, the working capital payment adjustment was made. The note payable bears interest at 5% per annum, which is accrued and paid monthly. The principal is repayable as follows:

- \$5,000,000, plus accrued interest, paid on March 29, 2021;
- \$1,000,000 payable on December 31, 2022;
- \$1,000,000 payable on December 31, 2023;
- \$1,000,000 payable on December 31, 2024;
- The remaining principal and any accrued interest outstanding, on December 31, 2025.

The note payable has been recorded at its fair value, using a market discount rate of 7.5% per annum:

| | September 30, 2022 | December 31, 2021 |
|--|--------------------|-------------------|
| Current portion of note payable | \$ 936,068 | \$ 923,117 |
| Working capital payment adjustment due | - | 1,000,000 |
| Total current portion of note payable | 936,068 | 1,923,117 |
| Non-current portion of note payable | 2,909,378 | 2,865,190 |
| Total note payable | \$ 3,845,446 | \$ 4,788,307 |

13. SHARE CAPITAL

13.1 Authorized

Authorized, unlimited number of voting common shares without par value.

13.2 Issued common shares

In connection with the RTO, Tribe Private consolidated its common shares on the basis of one post-consolidation common share for every 9.1719 pre-consolidation common shares. All share figures have been recast to reflect the consolidation (Note 4). As at September 30, 2022 and December 31, 2021, the Company had 21,223,616 and 15,903,231 common shares outstanding, respectively.

On December 11, 2020, Tribe Private completed a brokered private placement financing through the issuance of 2,325,984 subscription receipts at a purchase price of \$5.00 per receipt for gross proceeds of \$11,629,920. In connection with the financing, the agents received a cash commission of \$620,745, representing 6% of the gross proceeds, and 146,434 compensation options representing 6% of the subscription receipts sold. The gross proceeds were held in escrow pending satisfaction of certain conditions. The proceeds were released from escrow on March 16, 2021 and the common shares were recognized in the statement of changes in shareholders' equity on that date. There were additional professional fees of \$264,685 incurred by the Company that have been recorded as share issuance costs.

On March 5, 2021, Tribe Private completed a non-brokered private placement financing through the issuance of 340,000 subscription receipts at a purchase price of \$5.00 per receipt for gross proceeds of \$1,700,000. In connection with the financing, the agents received a cash commission of \$59,500, representing 3.5% of the gross proceeds, and 11,900 compensation options representing 3.5% of the subscription receipts sold. The gross proceeds were held in escrow pending satisfaction of certain conditions. The proceeds were released from escrow on March 29, 2021 and the common shares were recognized in the statement of changes in shareholders' equity on that date.

These compensation options were valued using the Black-Scholes-Merton option pricing model, using an exercise price of \$5.00, expected life of 2 years, volatility of 50% and risk-free rate of 0.31%, resulting in a total fair value of \$220,537. These compensation options have been recorded as share issuance costs.

On February 12, 2021, the Company settled \$1,266,365 of amounts owing to related parties through the issuance of 253,273 common shares (Note 17).

On March 15, 2021, the RTO was completed by way of a share exchange between the shareholders of Cherry Street and the shareholders of Tribe Property Technologies Inc. (Note 3). The RTO was measured at the fair value of the shares that Tribe Property Technologies Inc. would have had to issue to the shareholders of Cherry Street, being

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13. SHARE CAPITAL (continued)

361,000 common shares, to give the shareholders of Cherry Street the same percentage of equity interest in the combined entity that results from the reverse acquisition had it taken the legal form of Tribe Property Technologies Inc. acquiring Cherry Street (Note 3).

On March 15, 2021, the Company issued 10,000 common shares with a fair value of \$50,000 to a related party, for consulting services received in connection with the going public transaction (Note 17).

On November 8, 2021, the Company issued 12,977 common shares with a fair value of \$50,000 in connection with an acquisition of property management contracts (Note 8).

On January 14, 2022, the Company completed a private placement equity financing pursuant to which the Company raised gross proceeds of \$21,000,000 from the sale of units of the Company (each, a "Unit") at a price of \$4.00 per Unit (5,250,000 common shares issued). Each Unit consists of one common share and one common share purchase warrant ("Warrant") of the Company. Each Warrant entitles the holder to acquire one common share at a price of \$5.10 per common share, until January 14, 2025, subject to adjustment in certain events. No value was attributed to the Warrants under the residual value method. Total issuance costs incurred was \$1,274,699, of which \$1,197,000 was paid to agents. The Company issued to the agents 299,248 compensation warrants (each, a "Compensation Option") at a price of \$5.10 per Compensation Option, until January 14, 2025, subject to adjustment in certain events. The Compensation Options were valued at \$336,678 using the Black-Scholes-Merton option pricing model, using an exercise price of \$5.10, expected life of 3 years, volatility of 50%, and risk-free rate of 1.25%.

On June 30, 2022, the Company issued 76,635 common shares with a fair value of \$150,000 in connection with the acquisition of Southview (Note 4).

13.3 Normal-Course Issuer Bid

On June 9, 2022, the Company filed a Notice of Intention make a Normal-Course Issuer Bid ("NCIB") with the TSX Venture Exchange, which would allow the Company to purchase outstanding common shares of the Company. Under the NCIB, the Company may acquire up to an aggregate of 907,337 Shares over the 12-month period commencing on June 13, 2022 and ending on June 12, 2023, representing approximately 10% of the public float as of May 31, 2022. Under the NCIB, the Company may not acquire more than 2% of the issued and outstanding common shares in any 30-day period. All common shares purchased by the Company under the NCIB will be returned to treasury and cancelled.

During the three months ended June 30, 2022, the Company purchased 12,900 common shares at a total price of \$26,220, and subsequently cancelled these shares in the three months ended September 30, 2022. During the three months ended September 30, 2022, the Company purchased 4,200 common shares at a total price of \$7,711. As of September 30, 2022, the Company was in the process of cancelling the 4,200 common shares purchased, and the shares were classified as treasury shares (Note 21).

14. STOCK, COMPENSATION OPTIONS AND WARRANTS

In connection with its public listing, Tribe Private consolidated its common shares on the basis of one post-consolidation common share for every 9.1719 pre-consolidation common shares. All stock and compensation option figures have been recast to reflect the consolidation.

The Company has a rolling stock option plan ("SOP") whereby a maximum of 10% of the issued and outstanding common shares of the Company may be reserved for issuance pursuant to the exercise of stock options. The terms of the granted stock options are fixed by the Board of Directors and are not to exceed ten years. The exercise price of stock options is determined by the Board of Directors.

Stock options granted under the SOP may vest immediately on grant, or over a period as determined by the Board of Directors, or in respect of stock options granted for investor relations services, as prescribed by the Exchange policy.

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14. STOCK, COMPENSATION OPTIONS AND WARRANTS (continued)*14.1 Employee Stock Options*

The Black-Scholes-Merton option pricing model inputs for employee stock options granted during the nine months ended September 30, 2022 are as follows:

| Grant Date | Expiry Date | Share Price at Grant Date | Exercise Price | Risk-Free Interest Rate | Expected Life (in years) | Volatility Factor | Dividend Yield | Fair Value |
|-------------------|-------------------|---------------------------|----------------|-------------------------|--------------------------|-------------------|----------------|------------|
| January 18, 2022 | December 31, 2026 | \$4.05 | \$5.00 | 1.67% | 5 | 50% | 0% | \$1.56 |
| April 11, 2022 | December 31, 2026 | \$3.20 | \$3.50 | 2.58% | 4.7 | 50% | 0% | \$1.35 |
| September 1, 2022 | December 31, 2027 | \$2.00 | \$2.00 | 3.31% | 5.3 | 50% | 0% | \$0.97 |

The risk-free interest rate is based on the Canadian government bond rate for a similar term as the expected life of the stock options. The stock options vest over periods of 4 and 5 years.

Total stock-based compensation expense from employee stock options during the three and nine months ended September 30, 2022 was \$88,991 and \$249,714 respectively (three and nine months ended September 30, 2021 - \$108,151 and \$480,514 respectively) using the Black-Scholes-Merton option pricing model.

A continuity schedule of the Company's outstanding employee stock options for the nine months ended September 30, 2022 and December 31, 2021 is as follows:

| | September 30, 2022 | | December 31, 2021 | |
|-------------------------------|--------------------|---------------------------------|--------------------|---------------------------------|
| | Number outstanding | Weighted average exercise price | Number outstanding | Weighted average exercise price |
| Outstanding, beginning | 849,670 | \$ 3.96 | 394,530 | \$ 2.75 |
| Granted | 237,500 | 3.55 | 459,640 | 5.00 |
| Exercised | (6,650) | 2.75 | - | - |
| Forfeited | (21,700) | 5.00 | (4,500) | 5.00 |
| Outstanding, ending | 1,058,820 | \$ 3.85 | 849,670 | \$ 3.96 |
| Exercisable, ending | 573,350 | \$ 3.48 | 491,940 | \$ 3.20 |

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14. STOCK, COMPENSATION OPTIONS AND WARRANTS (continued)

At September 30, 2022, the Company had outstanding employee stock options as follows:

| Expiry date | Options outstanding | Options exercisable | Exercise price | Weighted average remaining contractual life (in years) |
|--------------------|----------------------------|----------------------------|-----------------------|---|
| April 30, 2025 | 387,880 | 387,880 | \$ 2.75 | 2.58 |
| January 31, 2026 | 200,000 | 80,000 | \$ 5.00 | 3.34 |
| February 21, 2026 | 240,940 | 105,470 | \$ 5.00 | 3.39 |
| December 31, 2026 | 90,000 | - | \$ 5.00 | 4.25 |
| December 31, 2026 | 50,000 | - | \$ 3.50 | 4.25 |
| December 31, 2027 | 90,000 | - | \$ 2.00 | 5.25 |
| | 1,058,820 | 573,350 | | 3.36 |

14.2 Consultant Stock Options

There were no consultant stock options granted during the nine months ended September 30, 2022.

Total stock-based compensation expense from consultant stock options during the three and nine months ended September 30, 2022 was \$662 and \$6,431 respectively (three and nine months ended September 30, 2021 - \$20,145 and \$80,255 respectively) using the Black-Scholes-Merton option pricing model.

A continuity schedule of the Company's outstanding employee stock options for the nine months ended September 30, 2022 and December 31, 2021 is as follows:

| | September 30, 2022 | | December 31, 2021 | |
|-------------------------------|---------------------------|--|---------------------------|--|
| | Number outstanding | Weighted average exercise price | Number outstanding | Weighted average exercise price |
| Outstanding, beginning | 70,000 | \$ 5.00 | - | \$ - |
| Granted | - | - | 70,000 | 5.00 |
| Outstanding, ending | 70,000 | \$ 5.00 | 70,000 | \$ 5.00 |
| Exercisable, ending | 70,000 | \$ 5.00 | 47,500 | \$ 5.00 |

At September 30, 2022, the Company had outstanding consultant stock options as follows:

| Expiry date | Options outstanding | Options exercisable | Exercise price | Weighted average remaining contractual life (in years) |
|--------------------|----------------------------|----------------------------|-----------------------|---|
| February 21, 2023 | 70,000 | 70,000 | \$ 5.00 | 0.39 |

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14. STOCK, COMPENSATION OPTIONS AND WARRANTS (continued)*14.3 Broker Compensation Options*

The Black-Scholes-Merton option pricing model inputs for Broker compensation options granted during the nine months ended September 30, 2022 are as follows:

| Grant Date | Expiry Date | Share Price at Grant Date | Exercise Price | Risk-Free Interest Rate | Expected Life (in years) | Volatility Factor | Dividend Yield | Fair Value |
|------------------|------------------|---------------------------|----------------|-------------------------|--------------------------|-------------------|----------------|------------|
| January 14, 2022 | January 14, 2025 | \$4.09 | \$5.10 | 1.25% | 3 | 50% | 0% | \$1.13 |

The broker compensation options were issued in connection with the brokered private placement on January 14, 2022 (Note 13). These compensation options were not issued out of the Company's SOP.

The risk-free interest rate is based on the Canadian government bond rate for a similar term as the expected life of the stock options. The broker compensation options vest over 3 years.

Total fair value of broker compensation options issued during the three and nine months ended September 30, 2022 was \$nil and \$336,678 respectively (three and nine months ended September 30, 2021 - \$nil and \$220,537 respectively) using the Black-Scholes-Merton option pricing model.

A continuity schedule of the Company's outstanding broker compensation options for the nine months ended September 30, 2022 and 2021 is as follows:

| | September 30, 2022 | | December 31, 2021 | |
|-------------------------------|--------------------|---------------------------------|--------------------|---------------------------------|
| | Number outstanding | Weighted average exercise price | Number outstanding | Weighted average exercise price |
| Outstanding, beginning | 158,334 | \$ 5.00 | - | \$ - |
| Granted | 299,248 | 5.10 | 158,334 | 5.00 |
| Outstanding, ending | 457,582 | \$ 5.07 | 158,334 | \$ 5.00 |
| Exercisable, ending | 457,582 | \$ 5.07 | 158,334 | \$ 5.00 |

At September 30, 2022, the Company had outstanding broker compensation options as follows:

| Expiry date | Options outstanding | Options exercisable | Exercise price | Weighted average remaining contractual life (in years) |
|------------------|---------------------|---------------------|----------------|--|
| March 15, 2023 | 158,334 | 158,334 | \$ 5.00 | 0.45 |
| January 15, 2025 | 299,248 | 299,248 | \$ 5.10 | 2.29 |
| | 457,582 | 457,582 | | 1.66 |

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14. STOCK, COMPENSATION OPTIONS AND WARRANTS (continued)

14.4 Board Stock Options

There were no board stock options granted during the nine months ended September 30, 2022.

Total stock-based compensation expense from board stock options during the three and nine months ended September 30, 2022 was \$11,195 and \$42,485 respectively (three and nine months ended September 30, 2021 - \$41,223 and \$112,457 respectively) using the Black-Scholes-Morton option pricing model.

A continuity schedule of the Company's outstanding board stock options for the nine months ended September 30, 2022 and 2021 is as follows:

| | September 30, 2022 | | December 31, 2021 | |
|------------------------|--------------------|---------------------------------|--------------------|---------------------------------|
| | Number outstanding | Weighted average exercise price | Number outstanding | Weighted average exercise price |
| Outstanding, beginning | 90,900 | \$ 5.00 | - | \$ - |
| Granted | - | - | 90,900 | 5.00 |
| Outstanding, ending | 90,900 | \$ 5.00 | 90,900 | \$ 5.00 |
| Exercisable, ending | 65,450 | \$ 5.00 | 20,000 | \$ 5.00 |

At September, 2022, the Company had outstanding board stock options as follows:

| Expiry date | Options outstanding | Options exercisable | Exercise price | Weighted average remaining contractual life (in years) |
|-------------------|---------------------|---------------------|----------------|--|
| February 21, 2026 | 90,900 | 65,450 | \$ 5.00 | 3.39 |

14.5 RTO Options

During the nine months ended September 30, 2021, 36,100 options were issued to Cherry Street in the RTO transaction (Note 3). All the options expired during the nine months ended September 30, 2022.

14.6 Warrants

The Company issued common share purchase warrants in connection with the brokered private placement on January 14, 2022 (Note 13)

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14. STOCK, COMPENSATION OPTIONS AND WARRANTS (continued)

A continuity schedule of the Company's outstanding common share purchase warrants for the nine months ended September 30, 2022 and 2021 is as follows:

| | September 30, 2022 | | December 31, 2021 | |
|-------------------------------|--------------------|---------------------------------|--------------------|---------------------------------|
| | Number outstanding | Weighted average exercise price | Number outstanding | Weighted average exercise price |
| Outstanding, beginning | - | \$ - | - | \$ - |
| Issued | 5,250,000 | 5.10 | - | - |
| Outstanding, ending | 5,250,000 | \$ 5.10 | - | \$ - |

At September 30, 2022, the Company had outstanding common share purchase warrants exercisable as follows:

| Expiry date | Warrants outstanding | Exercise price | Weighted average remaining contractual life (in years) |
|--------------|----------------------|----------------|--|
| Jan 14, 2025 | 5,250,000 | \$ 5.10 | 2.29 |

15. FINANCIAL INSTRUMENTS

15.1 Categories of financial instruments and fair value measurements

The Company's financial assets and liabilities are classified as follows:

| | Level | September 30, 2022 | December 31, 2021 |
|---|-------|--------------------|-------------------|
| Financial assets: | | | |
| <i>Fair value through profit and loss</i> | | | |
| Cash and cash equivalents | 1 | \$ 11,928,059 | \$ 1,211,899 |
| Investments | 1 | 59,160 | 75,832 |
| <i>Amortized cost</i> | | | |
| Accounts receivable, net of allowance for doubtful accounts | 2 | 1,026,194 | 686,336 |
| Financial liabilities: | | | |
| <i>Financial liabilities at amortized cost</i> | | | |
| Accounts payable | 2 | \$ 651,788 | \$ 673,607 |
| Short-term debt | 2 | 26,295 | 23,808 |
| Demand loan | 2 | 89,398 | 135,373 |
| Note payable | 2 | 3,845,446 | 4,788,307 |

15.2 Fair value information

The fair values of the Company's financial instruments approximate their carrying amounts due to the short-term nature of these instruments.

IFRS 13 *Fair Value Measurement* establishes a fair value hierarchy that reflects the significance of inputs used in measuring fair value as follows:

- Level 1 – quoted prices (unadjusted) in active markets for identical assets or liabilities;
- Level 2 – inputs other than quoted prices included in Level 1 that are observable for the asset or liability, either directly (i.e., as prices) or indirectly (i.e., derived from prices); and
- Level 3 – inputs for the asset or liability that are not based on observable market data (unobservable inputs).

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15. FINANCIAL INSTRUMENTS (continued)

15.3 Management of financial risks

There were no transfers between levels of the fair value hierarchy during the three and nine months ended September 30, 2022 and 2021. As at September 30, 2022 and December 31, 2021, the Company's cash and cash equivalents, and investments were valued using Level 1 inputs of the fair value hierarchy.

The following is an analysis of the contractual maturities of the Company's financial liabilities as at September 30, 2022:

| | Within 12 months | After 12 months |
|--|---------------------|---------------------|
| Accounts payable and accrued liabilities | \$ 1,683,937 | \$ - |
| Short-term debt | 26,295 | - |
| Demand loan | 89,398 | - |
| Note payable | 936,068 | 2,909,378 |
| Total | \$ 2,735,698 | \$ 2,909,378 |

The Company's financial instruments expose the Company to certain financial risks, including credit risk, liquidity risk, interest rate risk and foreign currency risk.

Credit risk

Credit risk arises from the potential that a counterparty will fail to perform its obligations. The Company has a significant number of customers which minimizes concentration of credit risk. The Company is exposed to credit risk from customers. In order to reduce its credit risk, the Company deals only with financially sound counterparties and, accordingly, does not anticipate loss for non-performance. An allowance for doubtful accounts is established based upon factors surrounding the credit risk of specific accounts, historical trends and other information. Over 90% of accounts receivable is current. The amounts disclosed in the balance sheet represent the maximum credit risks. The Company's cash are also exposed to credit risk. Cash is held with a major financial institution, consequently, the risk is assessed as low.

Interest rate risk

Interest rate risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market interest rates. The Company's interest rates on its short-term debt, note payable and demand loan are fixed. Management monitors its interest rates compared to market rates on a regular basis. The Company does not use derivative instruments to reduce its exposure to interest rate risk. Accordingly, interest rate risk is assessed as low.

Currency risk

Currency risk is the risk that the Company's net loss will vary from fluctuations of foreign exchange rates and the degree of volatility of these rates. The Company has not entered into any forward currency contracts or other financial derivatives to hedge foreign exchange risk. The Company is exposed to limited foreign currency transactions and has assessed the currency risk as low.

Liquidity risk

The Company's objective is to have sufficient liquidity to meet its liabilities when they become due. The Company monitors its cash balances and cash flows generated from operations to meet its requirements. As at September 30, 2022, the most significant financial liabilities are its accounts payables and accrued liabilities, short-term debt, demand loan, and note payable. As at September 30, 2022, the Company assessed liquidity risk as low.

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16. SEGMENTED INFORMATION

Management determined the Company's operating segments based on information reviewed by the Company's chief operating decision-maker, which consists of the Chief Executive Officer and the leadership team; largely on the basis of services offered and the classes of customers served.

The Company has three operating segments: (1) software and services, (2) software licensing fees, and (3) corporate. Software and services refers to the property management business associated with the Company's community-living technology platform. Software licensing fees refers to the Company's deficiency management software provided to developers and rental management software provided to landlords. The Company's corporate segment refers to the strategic and operational leadership of management, and shared corporate services to the group through the Company's head office operations. Financial performance and balances by segment are as follows:

| | Software and Services | Software Licensing Fees | Corporate | Total |
|---|----------------------------------|------------------------------------|------------------|----------------|
| For the nine months ended September 30, 2022 | | | | |
| Revenue | \$ 12,927,634 | \$ 136,711 | \$ - | \$ 13,064,345 |
| Expenses | 14,065,946 | 4,055,577 | 2,704,144 | 20,825,667 |
| Net loss | \$ (1,138,312) | \$ (3,918,866) | \$ (2,704,144) | \$ (7,761,322) |
| For the nine months ended September 30, 2021 | | | | |
| Revenue | \$ 11,478,559 | \$ 363,601 | \$ - | \$ 11,842,160 |
| Expenses | 11,652,153 | 2,708,946 | 4,044,287 | 18,405,386 |
| Net loss | \$ (173,594) | \$ (2,345,345) | \$ (4,044,287) | \$ (6,563,226) |
| As at September 30, 2022 | | | | |
| Assets | \$ 16,867,216 | \$ 13,362,111 | \$ - | \$ 30,229,327 |
| Liabilities | 9,013,230 | 831,495 | - | 9,844,725 |
| Property and equipment | 3,862,425 | 329,756 | - | 4,192,181 |
| Intangible assets | 7,883,095 | - | - | 7,883,095 |
| As at December 31, 2021 | | | | |
| Assets | \$ 16,340,357 | \$ 2,041,674 | \$ - | \$ 18,382,031 |
| Liabilities | 9,588,288 | 806,389 | - | 10,394,677 |
| Property and equipment | 3,788,663 | 312,114 | - | 4,100,777 |
| Intangible assets | 7,151,440 | - | - | 7,151,440 |

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17. RELATED PARTY TRANSACTIONS

Key management personnel are those persons having authority and responsibility for planning, directing and controlling the activities of the Company, directly or indirectly. Key management personnel include the Company's Board of Directors and members of the executive team.

In the normal course of business, the Company enters into transactions with its related parties that are considered to be arm's length transactions and made at normal market prices and on normal commercial terms.

- a) Key management compensation was as follows:

| | <u>Three Months Ended</u> | | <u>Nine Months Ended</u> | |
|--------------------------|---------------------------|---------------------------|---------------------------|---------------------------|
| | <u>September 30, 2022</u> | <u>September 30, 2021</u> | <u>September 30, 2022</u> | <u>September 30, 2021</u> |
| Salary | \$ 251,035 | \$ 215,841 | \$ 701,785 | \$ 592,887 |
| Board of Director's fees | 46,875 | 40,650 | 134,950 | 89,734 |
| Short-term benefits | 6,908 | 36,075 | 17,200 | 99,721 |
| Stock-based compensation | 64,175 | 114,845 | 199,965 | 484,238 |

- b) During the nine months ended September 30, 2021, the Company settled \$1,266,365 of amounts owing to the then related parties through the issuance of 253,273 common shares (Note 13).
- c) During the nine months ended September 30, 2021, the Company paid \$37,500 and issued 10,000 common shares of the Company with a fair value of \$50,000 to a related party for consulting services received in connection with the going public transaction (Notes 3 and 13).
- d) During the nine months ended September 30, 2022, the Company made lease payments for office space of \$375,135 to a company affiliated with a member of the executive team. The office leases have an average remaining term of 8.25 years. For the same period in 2021, the Company paid \$375,135 for the same purpose.

18. CAPITAL MANAGEMENT

The Company's objectives when managing capital are to ensure that there are adequate capital resources to safeguard the Company's ability to execute on its strategic operating plan, continue as a going concern and to maximize its financial flexibility by maintaining strong liquidity and by utilizing alternative sources of capital including equity, debt and bank loans or lines of credit to fund continued growth. In the management of capital, the Company includes the components of shareholders' equity and short-term liabilities, as well as cash. The Company sets the amount of capital in proportion to risk and based on the availability of funding sources. The Company manages its capital structure and adjusts it in light of changes in economic conditions and the risk characteristics of the underlying assets. Additional debt and/or equity financing may be pursued in the future as deemed appropriate to balance debt and equity. To maintain or adjust the capital structure, the Company may issue new shares, take on additional debt or sell assets to reduce debt. The Company is not subject to any externally imposed capital requirements and the Company does not pay out dividends. There were no changes in the Company's approach to capital management during the period.

19. ACCOUNTS RECEIVABLE

The balance of accounts receivable is comprised of the following:

| | <u>September 30, 2022</u> | <u>December 31, 2021</u> |
|---|---------------------------|--------------------------|
| Accounts receivable, net of allowance for doubtful accounts | \$ 937,341 | \$ 608,805 |
| Other receivables | 88,853 | 77,531 |
| | \$ 1,026,194 | \$ 686,336 |

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20. ACCOUNTS PAYABLE AND ACCRUED LIABILITIES

| | September 30, 2022 | December 31, 2021 |
|---------------------|--------------------|-------------------|
| Accounts payable | \$ 651,788 | \$ 673,607 |
| Accrued liabilities | 1,032,149 | 728,379 |
| | \$ 1,683,937 | \$ 1,401,986 |

21. SUBSEQUENT EVENTS

Subsequent to September 30, 2022, the Company entered into the following transactions:

- i) On October 5, 2022, the Company cancelled the 4,200 treasury shares that were purchased by the Company as part of the NCIB during the three months ended September 30, 2022 (Note 13).
- ii) In October 2022, the Company repurchased 8,900 common shares and subsequently cancelled them on November 14, 2022, as part of the NCIB (Note 13).
- iii) On November 16 2022, the Company signed an agreement to acquire a portfolio of strata property management assets from Warrington PCI Management ("Warrington"). The Company agreed to pay Warrington up to \$375,000, payable as follows:
 - a) \$250,000 on the closing date;
 - b) \$75,000 payable in common shares of the Company, upon the future delivery of property management contracts related to two buildings that are currently under development;
 - c) \$50,000 payable on the date that is one month after the first anniversary of the closing date.