

Tribe

Build. Manage. Live.

TSXV: TRBE | OTCQB: TRPTF

Investor Presentation

50 | Technology **Fast 50**
2023 CANADA **FAST 50 WINNER**
Deloitte.

500TM | Technology **Fast 500**
2023 NORTH AMERICA
Deloitte.



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Cautionary Note On Use of Non-GAAP Measures.

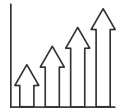
Note that for purposes of this section, GAAP refers to IFRS. The Company believes that investors use certain non-GAAP measures as indicators to assess companies such as ours. They are intended to provide additional information and should not be considered in isolation or as a substitute for measures 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", "Monthly Recurring Revenue (MRR)", "Gross Profit", and "EBITDA". 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.

Tribe is a leading provider of technology-enabled property management solutions, offering a property management platform as well as services for building and managing residential communities and commercial assets.



Disrupting a Growth Industry



Strong Financial Performance



Proven Acquisition Track Record



Experienced Management Team



Leading Digital Platform

Head Office:

Vancouver, BC

Public since:

2021

CEO:

Joseph Nakhla

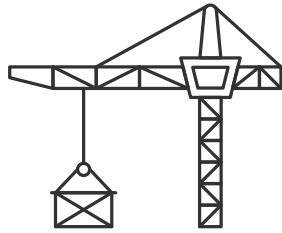
Market Cap:

\$17.6M*

2024 (est):

\$27.5M Revenue**

As a leading provider of data-led property management solutions, Tribe makes it easy to Build, Manage, and Live in sustainable communities; designed for the future.



Build



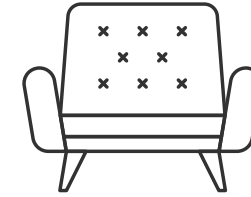
Pre- and post-construction tools for real estate developers. **Track** project deficiencies, **digitize** building data and owners' manuals, and **facilitate** the handover of a completed community to owners and property managers.



Manage



Tech-backed property management services that drive operational **efficiencies**, streamline **service** delivery, and manage for the **future**. Tribe's management solutions support Managers, Councils and Boards for long-term **success**.



Live



Tools and services to **support** daily living needs. Improved **communication**, bookable building amenities and a digital marketplace for residents; while providing owners **access** to important information about the **health** of their community.

Propels Tribe's proforma annualized revenue run-rate to \$31M with improved profitability.

Tribe is now the second largest multi-family rental management company in Canada with over 19,000 units and 22 million square feet

Rebranded and unified all of DMSI's various service divisions under the name "DMS"

Introduced cross-selling of DMS's service offerings

Expansion of DMS's Project Management Services to all of Tribe's current customer base



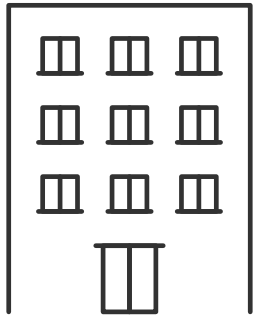
Location:
Toronto, ON

2023 Revenue:
\$12M Revenue*

Net Income Before Tax:
\$2.4M*

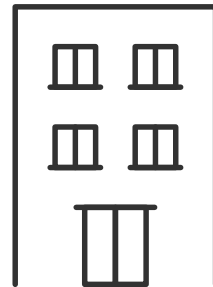
**Internal consolidated unaudited financial results for the 12-month period ending December 31, 2023*

Tribe offers the most comprehensive tech-elevated property management solutions in Canada.



Strata/Condo

Tech-elevated strata and condo management services to communities in BC, Alberta and Ontario.



Multi-Family Rental

Our multi-family rental services include family-owned, institutional clients and REITS



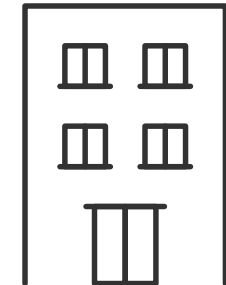
Single Units

Management services for owner-investors, renting condo units or single family homes.



Commercial

A refreshing approach to the management of industrial, retail, commercial properties.



Not-for-Profit

Providing the best of property management services to Investor, Government, private non-profit and co-operative housing organizations.

One-stop-shop for Building, Managing and Living in Multi-Family Communities

Pre and Post Construction Software



AI Community Benchmarking



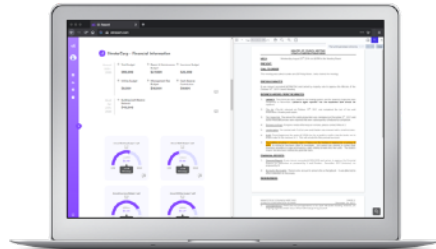
Property Management Services and Software Verticals



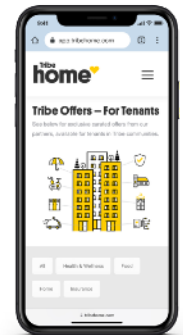
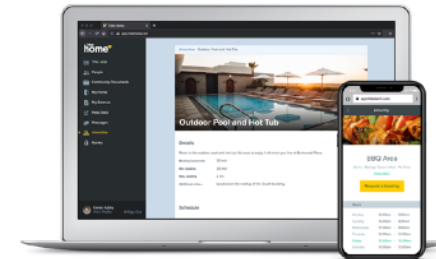
Resident Apps



Digital Marketplace for Owners & Residents



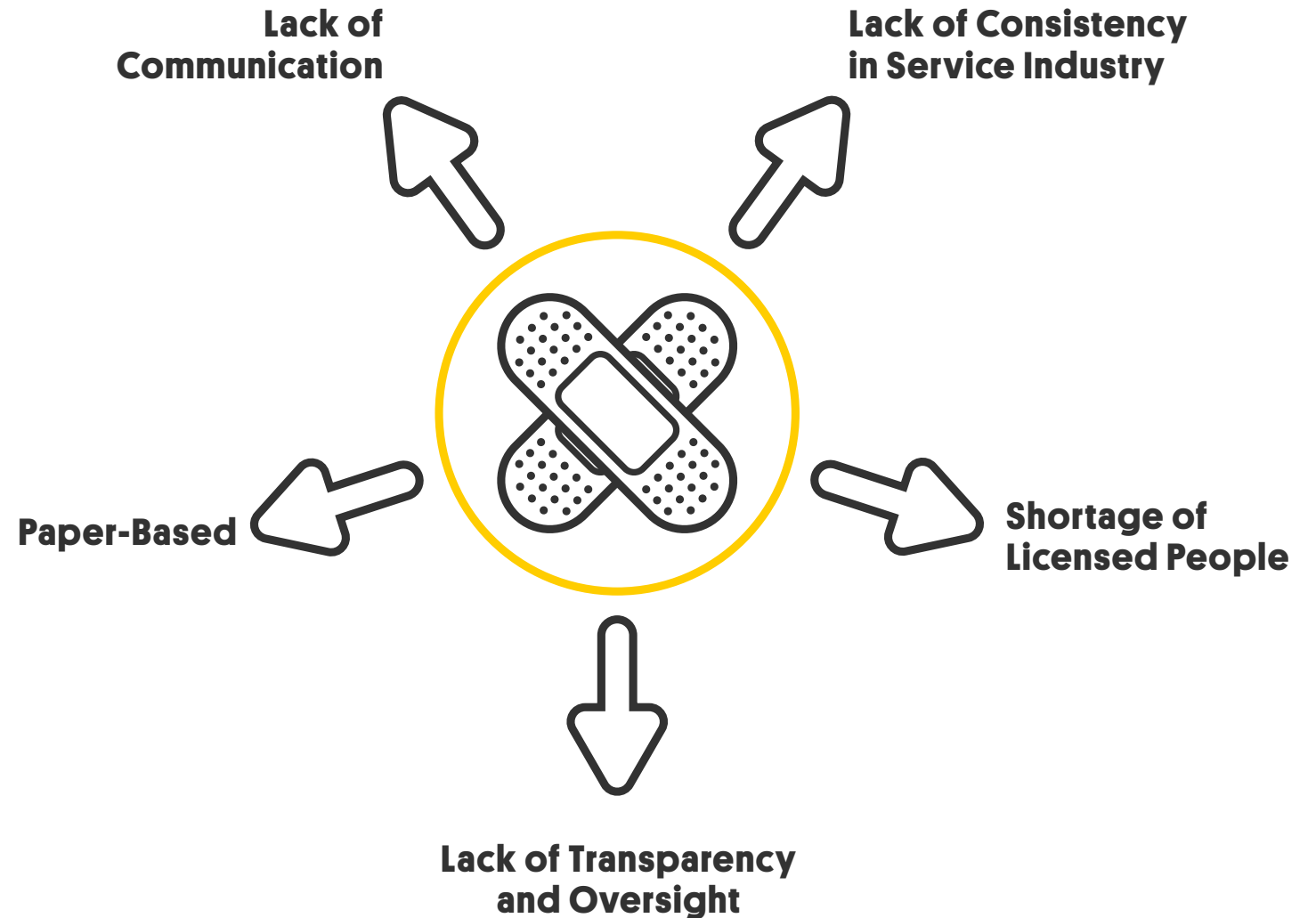
**Strata/Condo
Multi-family residential
REIT management
Commercial property
Government contracts
New construction**



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

Communities are becoming more complex and inter-connected than ever before.

Lack of digitization in the Property management industry.





Tribe Clients and Benefits

Stratas & HOAs

- Council Voting Tool
- Building Health Reports
- Important Records and Documents
- Communication Records

Building Developers

- Tools to Track All Deficiencies
- Access to Building Data
- Digital Owners' Manuals

Owners

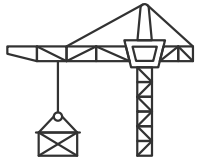
- Easy Payments
- Exclusive Community Offers
- Bookable Amenities & Help Desk
- Trackable Communication

Landlords

- Communication Tools
- Online Payment Processing
- Access to Records
- Online Payments
- Improved Workflows

Property Managers

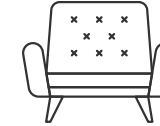
- More Efficient Processes and Tools
- Ability to Focus on Service
- Improved Industry Reputation



BUILD



MANAGE



LIVE

78%

of new housing built for sale is community associations

\$110B

Property Management Services Market (Condo & Rental)

95M

Residents living in community associations (HOAs/Condos)

97%

of multifamily construction starts are rental

\$2.9B

Property Management Software Market Worth

\$5.5T

Global e-commerce market in 2023

\$10B

Projected 2023 revenue for US construction software market

358,000

Managed Communities (HOAs, Condos)

Buildings (Strata & Condo Corps)



**West Harbour
Village II**



**Portland Park
Village**



Shangri-La



**Grosvenor
-Ambleside**



**Fairmont
Pacific Rim**



Woodwards

Real Estate Developers (100+)



CITYZEN

solterra

Peterson

EMBLEM



REITS & Real Estate Investors

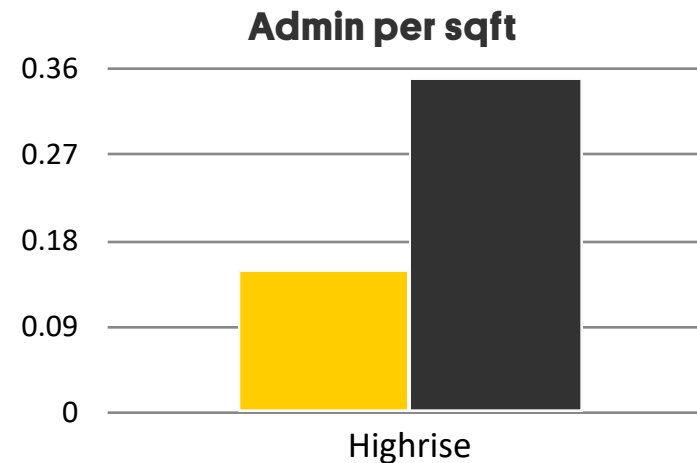
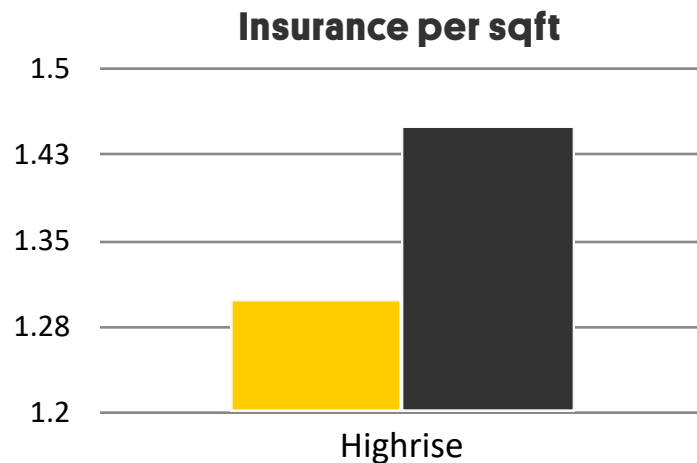
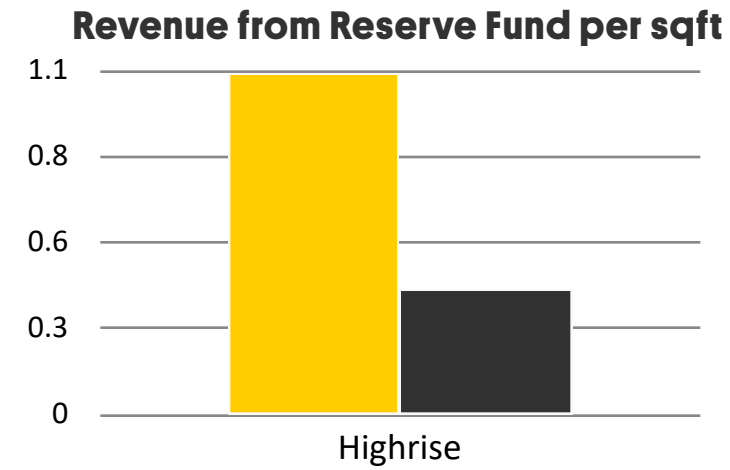
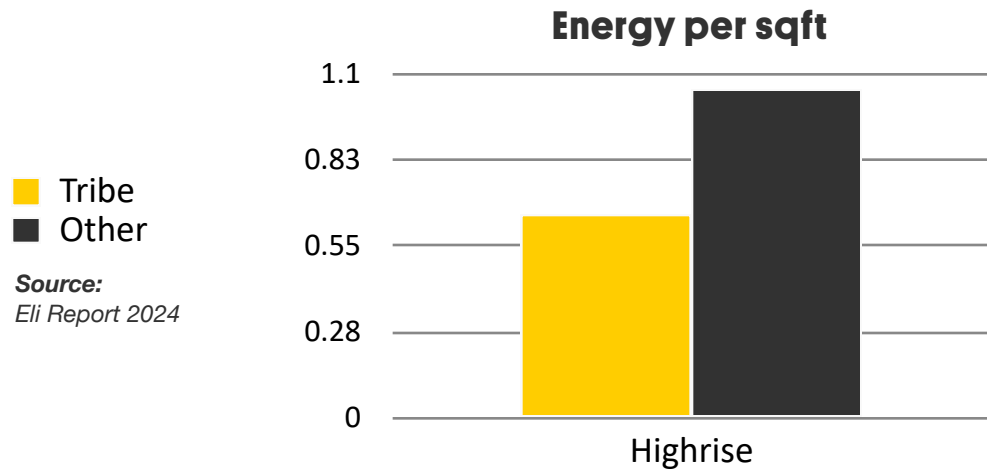


dream

TRICON

PLAZA

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

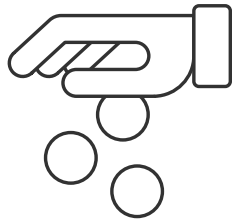




Recurring Revenue

MRR from Software Licensing & Management Services fees for:

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



Transactional Revenue

One-off fees from the following types of transactions:

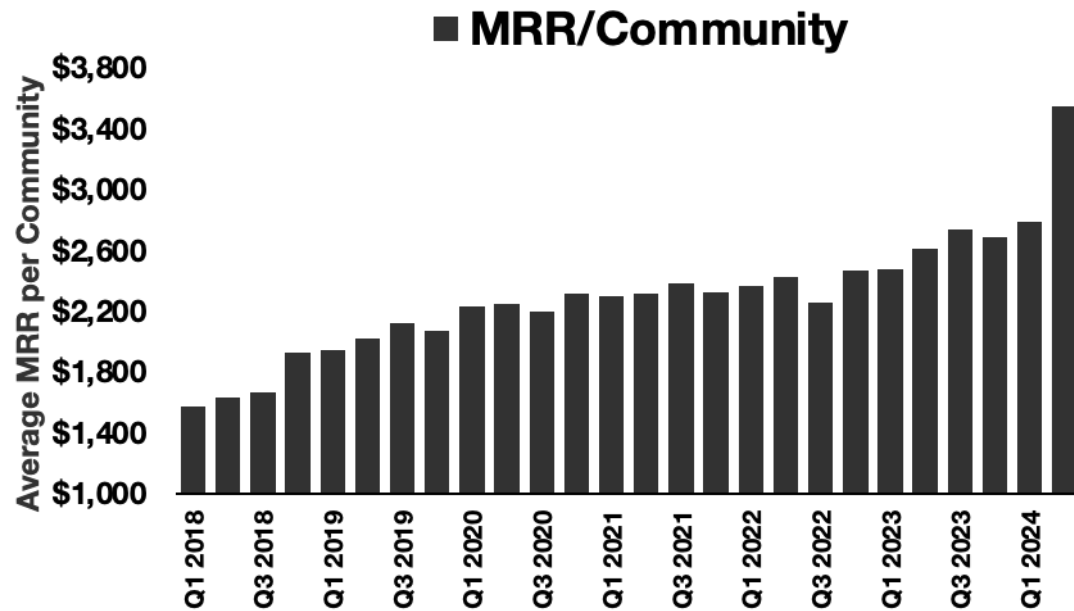
- Data Reporting and Access
- Banking Services
- Rental/Lease-Up Services
- Special Projects
- 30+ offers in Tribe's digital marketplace for homeowners
- Smart-building product installations such as digital parcel delivery systems
- Financial & insurance services

Traditional Property Management:

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

Tribe-Digitized Property Management*:

\$39/Home and \$9 Transactions
41.5% Gross Margin*



(1)Not normalized for acquired contracts.

\$39	Revenue Per Home
\$9	Ops Transactions
\$1.1**	Insurance Sales**
\$2.25**	Sub-Metering**
\$2**	Grocery Delivery**
\$1.50**	Telecomm**
++	Other**
\$48++	Potential Total

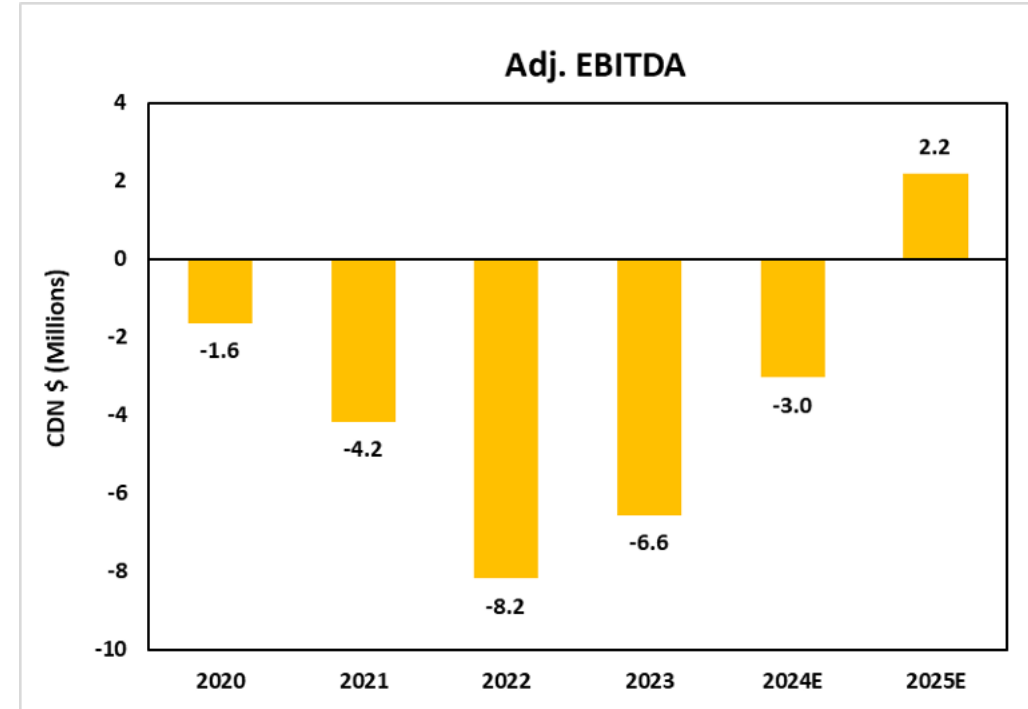
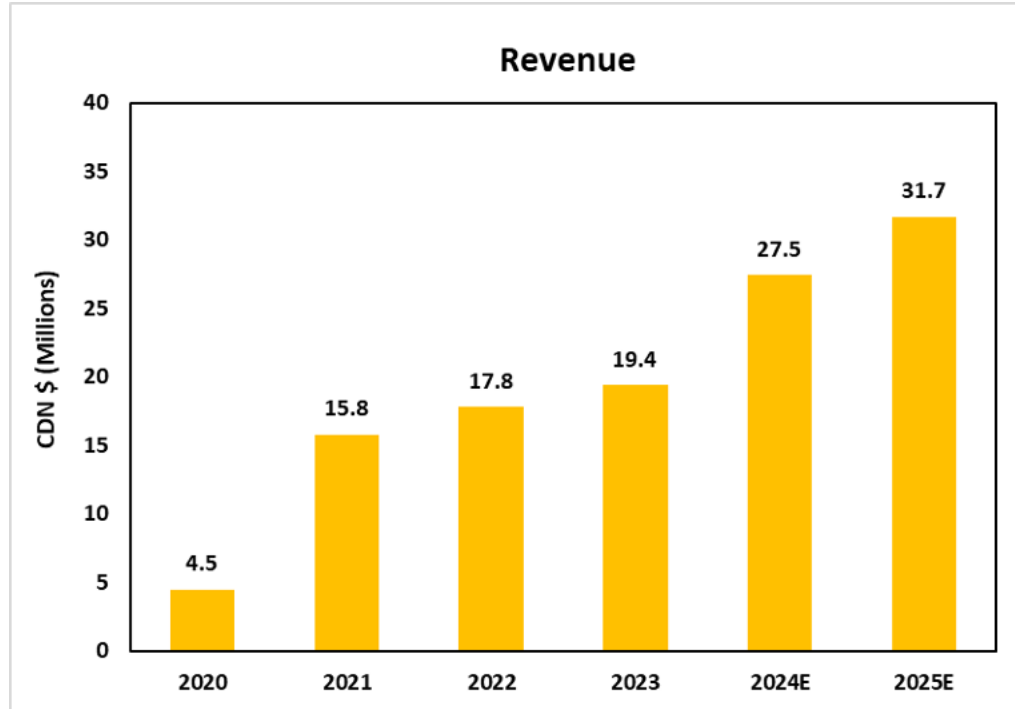
** Examples of Digital Partnerships Program Revenue

*June 30, 2024

	Q2-2024	Q2-2023
Revenue	\$6.16 million	\$4.82 million
Gross Profit (1)	\$2.34 million	\$1.56 million
Gross Margin%	41.5%	38.9%
Adjusted EBITDA (2)	(\$1.18 million)	(\$2.21 million)

- Record revenue of \$6.16M in Q2-2024, increase of 28% YoY
- 47% YoY improvement in Adj. EBITDA driven by cost reduction and workflow optimizations
- Successful acquisition of DMSI Holdings brings Tribe’s proforma annualized revenue run-rate to over \$31M
- Outlook looks strong for remainder of 2024 with continued focus on improving profitability
- On track to achieve positive Adj. EBITDA by end of 2024 and positive cash flow generation in 2025

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.



*2024, 2025 estimates based on Eight Capital and Stifel analyst projections

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

Acquisition Criteria

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

Peterson

Pendo

GATEWAY
PROPERTY MANAGEMENT

False Creek Management
(2006) Ltd
PROPERTY MANAGEMENT SERVICES IN GREATER VANCOUVER

NAI Commercial
Okanagan

SOUTHVIEW
PROPERTY MANAGEMENT

KEY
MARKETING

powder highway
MANAGEMENT GROUP LTD

Martello
Group

wpm WARRINGTON PCI
MANAGEMENT

MERITUS
Group Management Inc.

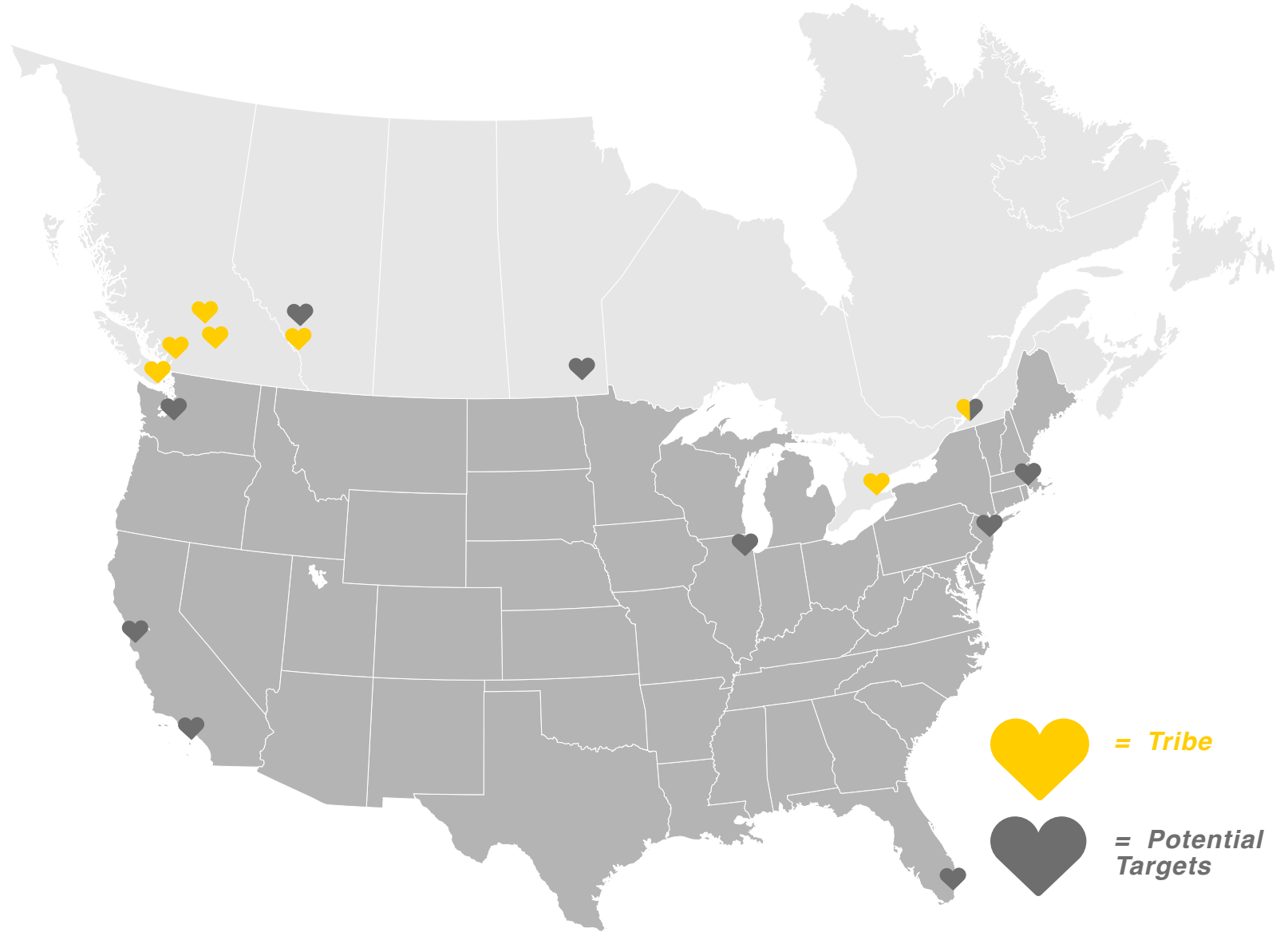
The DMS Group

Canadian Footprint

- Over 40,000 homes under management
- Top 10 Condo Management Company Nationally*
- Top 10 Rental Management Company Nationally*
- One of the largest Residential Rental Managers in BC
- Developer Relationships across the Country
- Big Institutional Footprint
- Primary Targets: Toronto, Montreal
- Secondary Targets: Edmonton, Winnipeg

US Target Markets

- Seattle
- Los Angeles
- San Francisco
- Boston
- Chicago
- New York
- Miami

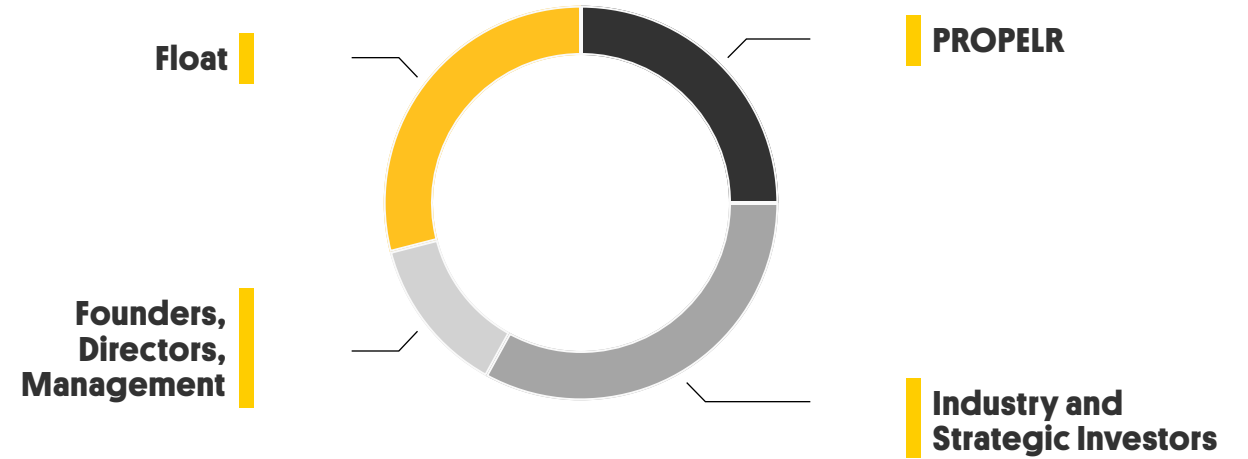


 = Tribe

 = Potential Targets

*Sources: https://issuu.com/riccardo11/docs/cpm_april_2022

	millions#
Basic Shares Outstanding	33.20
Share Warrants	11.19
Options / Comp Options	1.32
Broker warrants	0.43
Fully Diluted	46.17*



Top 5 Shareholders

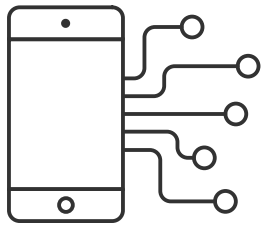
Name	%
PROPELR	25
Aquilini Investor Group	13
Ty & Sons	10
Joseph Nakhla (Tribe CEO)	7
Peterson	5

Analyst Coverage

Firm	Analyst
Eight Capital	Kiran Sritharan
Stifel GMP	Suthan Sukumar

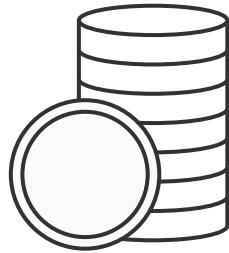
*September 2024, includes shares issued from recent private placement and LIFE at \$0.52

01



Disrupting outdated and rapidly-growing property management industry with **revolutionary** tech

02



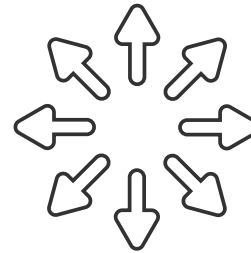
Multiple revenue streams thanks to end-to-end approach servicing all community living stakeholders

03



Market penetration already underway, with **rapid revenue growth** established and leading market position achieved

04



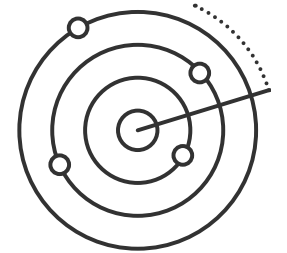
Proven aggressive **M&A strategy** set to see Tribe expand in Canada and US market

05

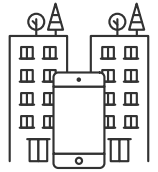


Experienced, multi-disciplinary management team

06



New catalysts set to put company on the **radar** of mainstream investors



2012

Connecting Neighbours to Neighbours

Vancouver-based start-up developed an app to connect neighbours and build community in condo buildings.

2017

Digitizing a Traditional Industry

The Company acquired the 1st of many property management portfolios (from Peterson), diving into a traditional industry ripe for digital disruption. Tribe's tech-backed service delivery model was born.

2020

National Growth

Tribe purchases Gateway Property Management (founded in 1964), combining significant expertise in strata, rental and tech to become one of Canada's top 10 largest management companies with offices across Canada.

2021

Public Listing, 1 National Amalgamation, 3 Acquisitions

Tribe is listed on the TSX Venture Exchange under TRBE, and is later added to OTCQB:TRPTF.

2022

\$21 million Financing, 3 Acquisitions, Deloitte Fast 50™ & 500™

Oversubscribed financing led by Round13 Growth Fund (now PROPELR), a highly respected, late-stage growth equity investment fund.

2023

GTA-based Acquisition, Deloitte Fast 50™ & 500™

Acquired Meritus Group Management, a GTA-based condo management company with more than 5000 units under mgmt.

2024

Acquired DMSI Holdings. Completed 2 private placements to raise aggregate gross proceeds of \$6.17M

Acquired DMSI, a GTA-based rental & commercial mgmt company. Financing led by PROPELR and operators of DMSI.

Thank you.

Joseph Nakhla
CEO



joseph.nakhla@tribetech.com

Angelo Bartolini
President & CFO



angelo.bartolini@tribetech.com

Appendix



Joseph Nakhla
CEO

Joseph founded Tribe in 2011. Prior to this, he was Chief Operating Officer of TIO Networks, a former TSX listed company that was acquired by Paypal. Joseph currently serves on the Policy Advisory Council of the Downtown Vancouver Business Improvement Association. He is also a board member of OctoAI Technologies Corp. and Minehub Technologies Inc.



Angelo Bartolini
President & CFO

Angelo is an accomplished executive leader with over 30 years of experience in a public company setting, where he recently led as CFO of Altus Group for more than 12 years. During his tenure at Altus Group, Angelo helped drive transformative growth and significant shareholder value. He also held senior financial roles with the Canadian division of The Home Depot and Canadian Tire Corp.



Scott Ullrich
Executive VP
Management Services

Scott has spent his career in property management. Previously as CEO of Gateway Property Management (now a Tribe company) he oversaw its operations for decades. As Executive VP of Management Services, he continues to oversee management across the country and work in a strategic capacity.



Danielle Fiddick
VP, Strategic Initiatives
& Governance Officer

Danielle has over 15 years of experience in strategic management, M&A, operational excellence, corporate growth and continuous improvement. She has gained a verifiable track record in steering strategic outcomes, mitigating risk, and ensuring compliance.



Jennifer Laidlaw
VP Marketing and
Communications

Jennifer brings over 20 years of global experience to her role as VP Marketing & Communications. In her role, Jennifer protects and strengthens Tribe's corporate reputation by guiding external and internal communications, strategic marketing, public relations and branding. She majored in Communications at Simon Fraser University.



Mike Willis

Tribe Board Chair & Audit Committee Chair, CFO Group14 Technologies

Mr. Willis is currently the Chief Financial Officer of Group14 Technologies Inc., a leading manufacturer and supplier of advanced silicon battery materials for electric vehicles, consumer electronics and other applications. Previously, Mr. Willis was the CFO of Westport Fuel Systems Inc., a TSX and Nasdaq-listed manufacturer of alternative fuel systems and components for the transportation industry, and CFO of Gevo, Inc, a Nasdaq-listed industrial biotechnology company.



Charmaine Crooks

Tribe Compensation Committee Chair, President and Director of NGU Consultants Inc.

Ms. Crooks is a Corporate Director and President of NGU Consultants Inc., a global consultancy providing strategic advisory to a variety of sectors including technology, media, e- sports, health, and major events. Ms. Crooks is a Member of the Order of Canada, five-time Olympian, entrepreneur and community leader with over 20 years of corporate governance experience on several national and international non-profit and public boards.



Raymond Choy

Tribe Board Member, President, and CEO & Board Member of Peterson Group

Mr. Choy is President & CEO and Board Member of Peterson Group, a real estate investment, development, and property management company. Mr. Choy was formerly the Chief Investment Officer of Peterson Group, responsible for acquisitions and dispositions, capital lending, private equity, and partnerships.



Andrew Kiguel

Tribe Governance Committee Chair, Chief Executive Officer & Executive Chairman of Realbotix Corp.

Andrew Kiguel is an accomplished executive and entrepreneur. In the last 6 years, Andrew has co-founded and provided leadership to several web3 companies including Hut 8 Mining, Tokens.com, Metaverse Group, and Hulk Labs. Prior to 2018, Andrew spent over 20 years as an investment banker raising over \$5 billion for clients throughout his career. He currently acts as the CEO and Executive Chairman of Realbotix Corp.

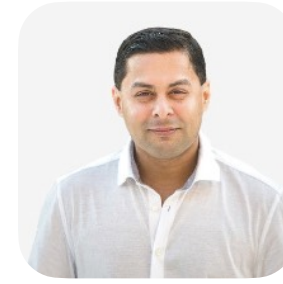


Joseph Nakhla

CEO and Tribe Board Member

Mr. Nakhla founded Tribe in 2011 and has been overseeing its operations and expansion since. Prior to this, Mr. Nakhla was the Chief Operating Officer of TIO Networks, a former TSX- listed company that was acquired by PayPal.

Mr. Nakhla currently serves on the Policy Advisory Council of the Downtown Vancouver Business Improvement Association. Joseph is also a board member of OctoAI Technologies Corp. and Minehub Technologies Inc.



Sanjiv Samant

Tribe Board Member, Managing Partner, PROPELR Growth

Sanjiv Samant established PROPELR Growth (formerly Round13) in 2020, as a Founder and Managing Partner. Sanjiv has spent 20+ years in the technology & healthcare sectors, and is one of Canada's most experienced and widely respected growth company advisors and financiers.

Prior to establishing PROPELR Growth, Sanjiv headed the Technology, Media, Telecommunication ("TMT"), Sustainability and Healthcare investment banking group at a Canadian bank owned dealer.



Alex Yanitsky

Tribe Board Member, General Partner, PROPELR Growth

Alex currently serves as General Partner at PROPELR Growth (formerly Round13), where he is an original member of the investment team. He has over 12 years' experience in growth equity, private equity and corporate finance in the Canadian and European markets. Prior to joining PROPELR Growth, Alex was an Executive Director at Goldman Sachs in the Principal Investment Area, the equity investing arm of Goldman Sachs Merchant Banking Division, based in London, UK.