

Investor Presentation



April 2025

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This presentation may contain certain "Forward-Looking Statements" within the meaning of the United States Private Securities Litigation Reform Act of 1995 and applicable Canadian securities laws regarding the Company and its business. When or if used in this news release, the words "anticipate", "believe", "estimate", "expect", "target", "plan", "forecast", "may", "schedule" and similar words or expressions identify forward-looking statements or information. Forward-looking statements or information in this presentation may relate to statements with respect to the aims and goals of the Company; financial projections; growth plans including future prospective consolidation in the property management sector; future acquisitions by the Company; beliefs of the Company with respect to the independent owner-investors market; prospective benefits of the Company's platform; and other factors or information. Such statements represent the Company's current views with respect to future events and are necessarily based upon a number of assumptions and estimates that, while considered reasonable by the Company, are inherently subject to significant business, economic, competitive, political and social risks, contingencies and uncertainties. Many factors, both known and unknown, could cause results, performance or achievements to be materially different from the results, performance or achievements that are or may be expressed or implied by such forward- looking statements. The Company does not intend, and do not assume any obligation, to update these forward-looking statements or information to reflect changes in assumptions or changes in circumstances or any other events affecting such statements and information other than as required by applicable laws, rules and regulations.

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 tech-enabled property management solutions and services.

- Tribe is a **consolidator of traditional property management companies**, enhancing them with technology to drive efficiency and profitability, while executing an aggressive M&A growth strategy with **14 acquisitions** completed since inception.
- Achieved a **5-Year Revenue CAGR of 58%**, reflecting strong market demand for Tribe's differentiated solutions and strong execution.
- Highly resilient business with strong recurring revenue model and over **90% client retention** with immunity to economic downturns and tariff fluctuations.
- **Revolutionizing a complex and outdated industry** with cutting-edge technology, driving increased efficiency.
- **\$110 billion market opportunity** in Property Management Services (Condo & Rental) with significant revenue expansion opportunities.

Corporate Profile

Head Office:	Vancouver, BC
CEO:	Joseph Nakhla
# of Employees:	200+
Homes under Mgmt:	50,000+
Residents ¹ :	125,000+
Assets under Mgmt:	\$41.0B
Market Cap ² :	\$16.3M
2025 Estimates ³ :	\$34.0M Revenue \$1.6M Adj. EBITDA

1) Number of residents in Tribe-managed communities

2) As of March 31, 2025

3) Estimates based on analyst consensus

Our technology and services simplify property management, improve communication, and enhance everyday living.



- *Largest publicly-listed property management company headquartered in Canada*
- *Providing both rental and condo management services*

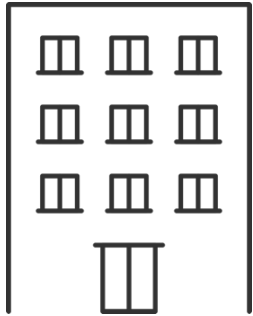


- *Tribe Home is a property management platform and pre/post-construction software*
- *Proprietary software solution developed over the past 10 years*



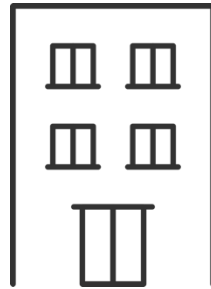
- *Tribe Market is a digital marketplace connecting strata and condo communities with products and services for daily living*
- *Connects users to third-party service providers in a seamless manner*

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



Strata/Condo

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



Multi-Family Rental

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



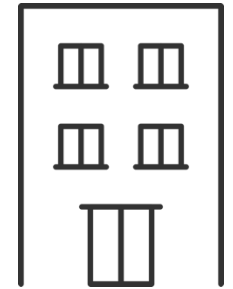
Single Units

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



Commercial

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



Not-for-Profit

Property management services to Government, private non-profit and co-operative housing organizations.

Our technology is a unique differentiator compared to other property management providers.



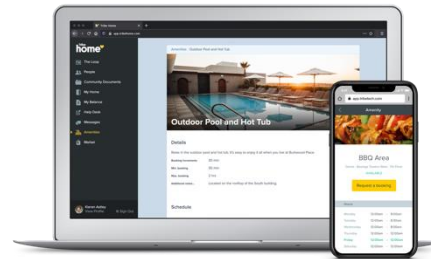
**Pre and Post
Construction Software**



More than 100 developers have used our platform with over 2 million home issues tracked to date.



**Property Management &
Governance Software**



78% resident engagement with 2500 tickets managed monthly through the platform.



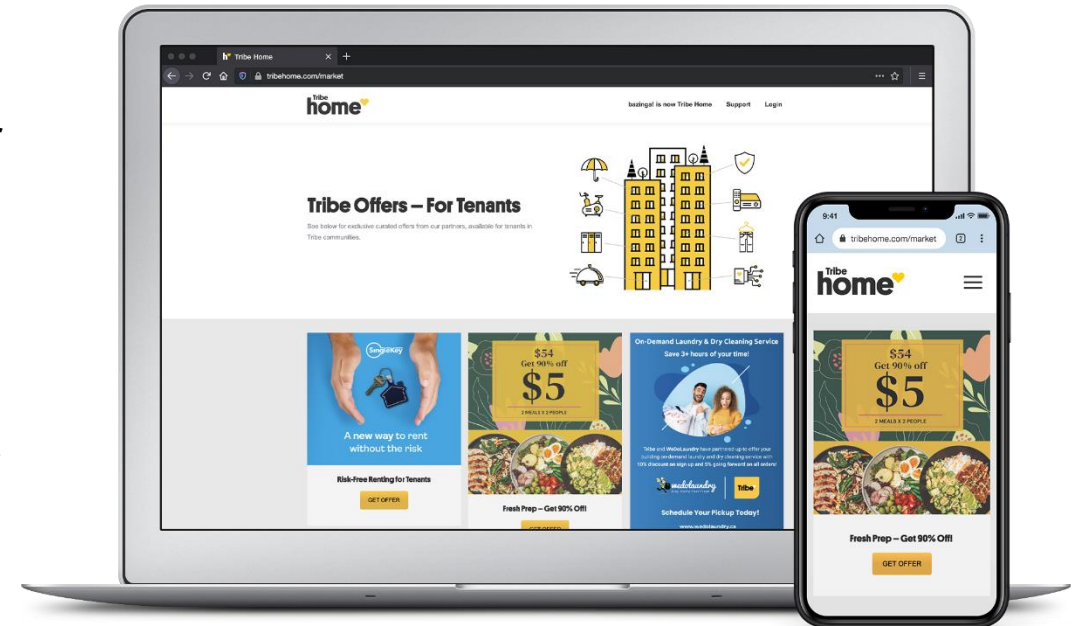
AI Enabled Solutions



Benchmarking of healthy building metrics, with AI capable of measuring over 150 building parameters.

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

- *Simplifying people's lives by leveraging the group buying power of the 125,000+ people living in Tribe-enabled buildings.*
- *Over 30 partnerships delivering curated offers to residents of Tribe communities.*
- *More than 1,200 consumer interactions per month and growing.*



We bring together Strata Councils, Condo Boards, Owners, Residents, and Developers with innovative tools and expert support.



Developers

- Budgeting and Disclosures
- Inspection Tools
- Smart Building partnerships
- Community Benchmarking
- Digital Manuals
- Common Area Warranties
- Handover to Management Services



Councils & Boards

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



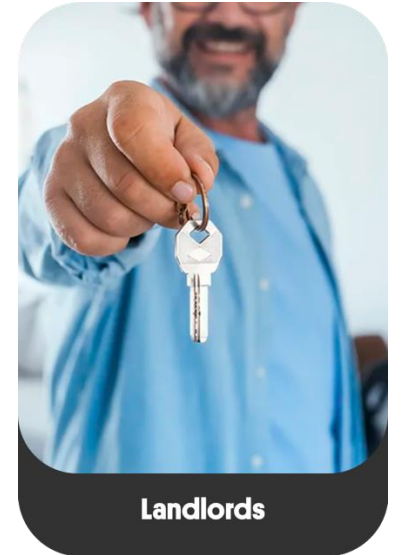
Property Managers

- Property Management Software
- 24/7 Access to Communication
- Curated Partnerships
- Ability to Focus on Service
- Improves Industry Reputation



Owners

- Real-time building updates
- 24/7 access to communication
- Amenity bookings
- Account balance and payments
- Documents and forms
- Community offers and marketplace
- Customer support



Landlords

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

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

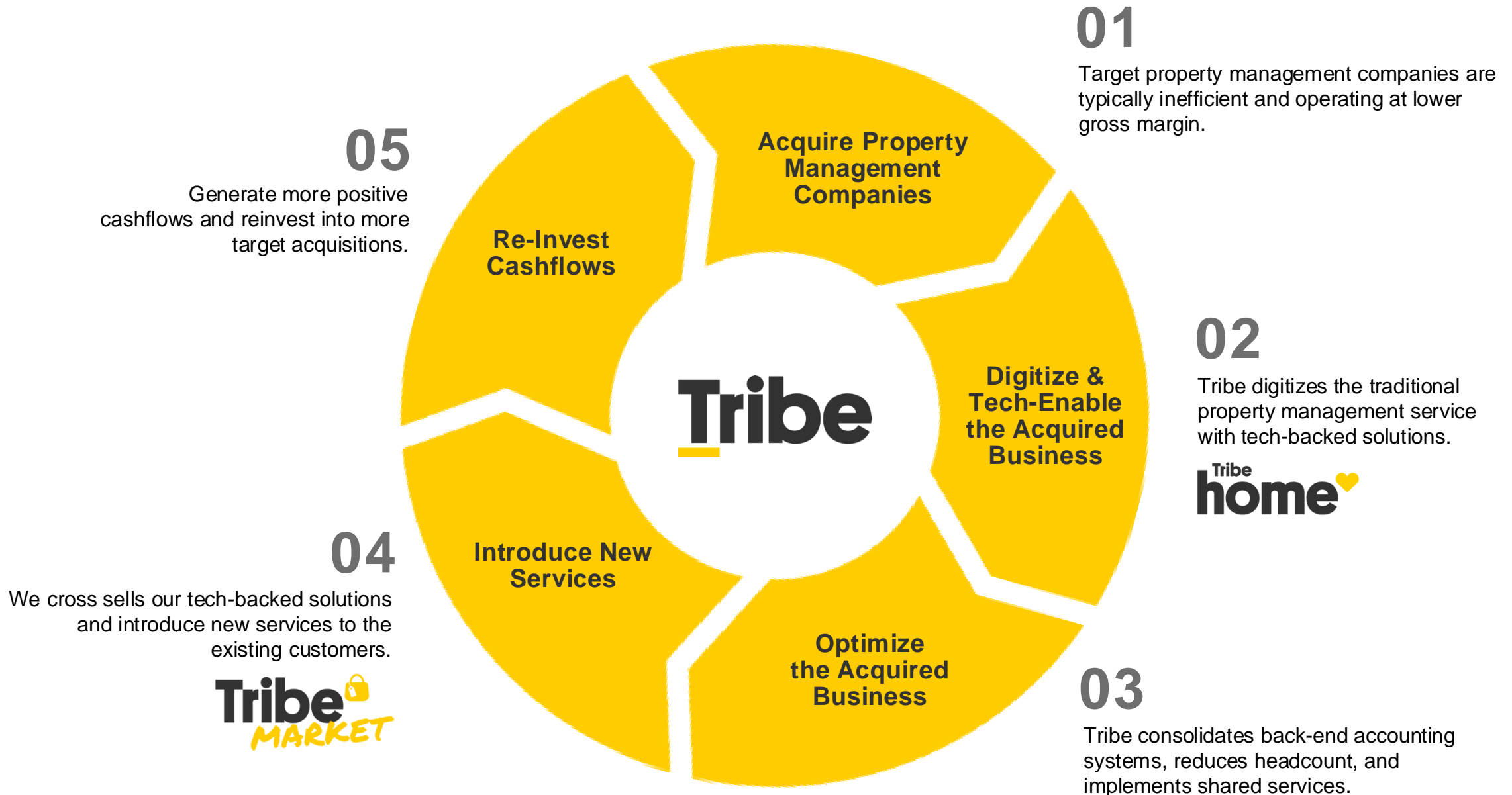
CONC=RT®



REITS & Real Estate Investors



PLAZA®





Recurring Revenue

MRR from Tech-elevated Management Services fees for:

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

87% of Total Revenue in Q4



Transactional Revenue

One-off fees from the following types of transactions:

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

13% of Total Revenue in Q4

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

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

Building Transformation



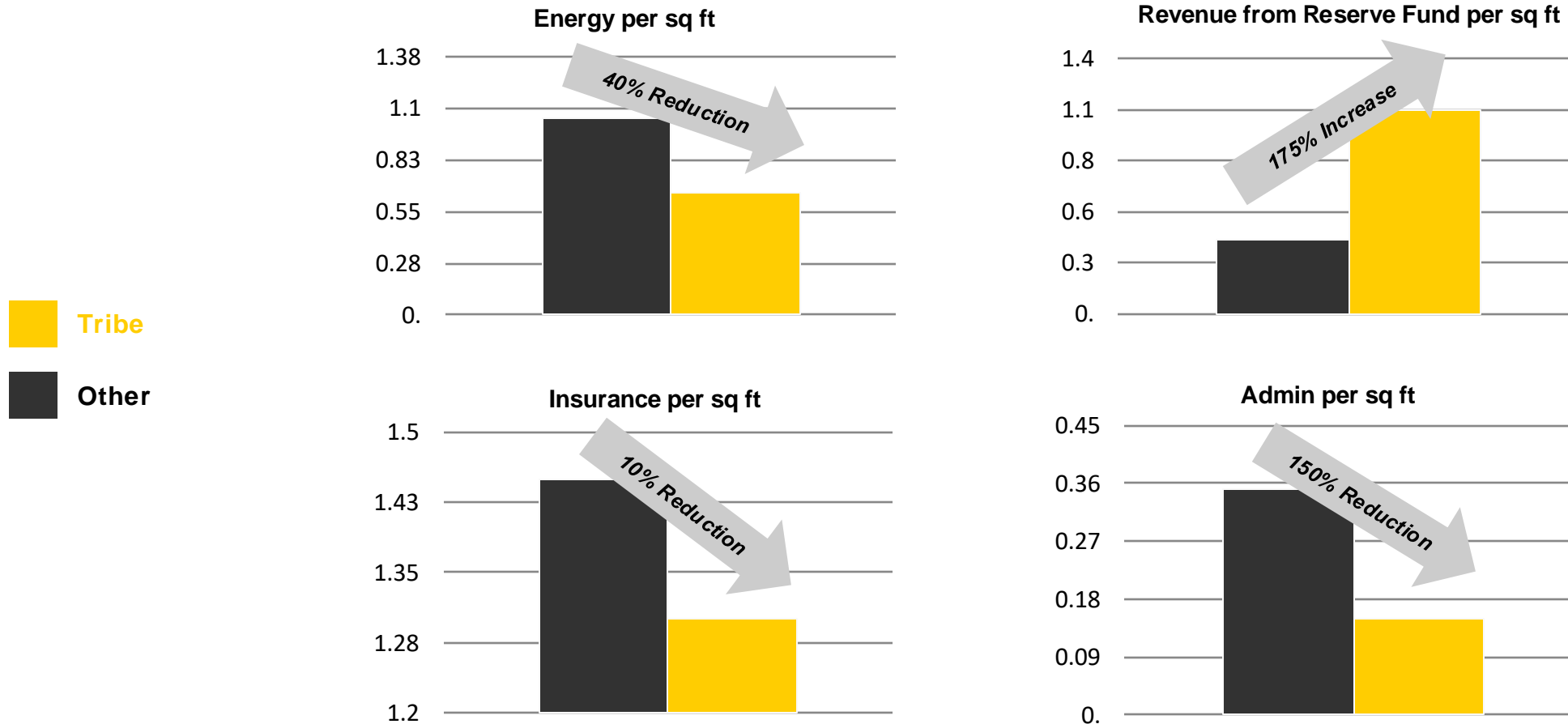
- Tribe Home App
- Accounting Consolidation
- AI Support Agent
- Cost Optimization
- Shared Services
- Billing Improvement
- Marketplace
- 3rd Party Services

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

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

(1)Not normalized for acquired contracts.

Tribe buildings are managed better, leveraging scale, technology, green partnerships and data to pass on cost-savings to ownership.

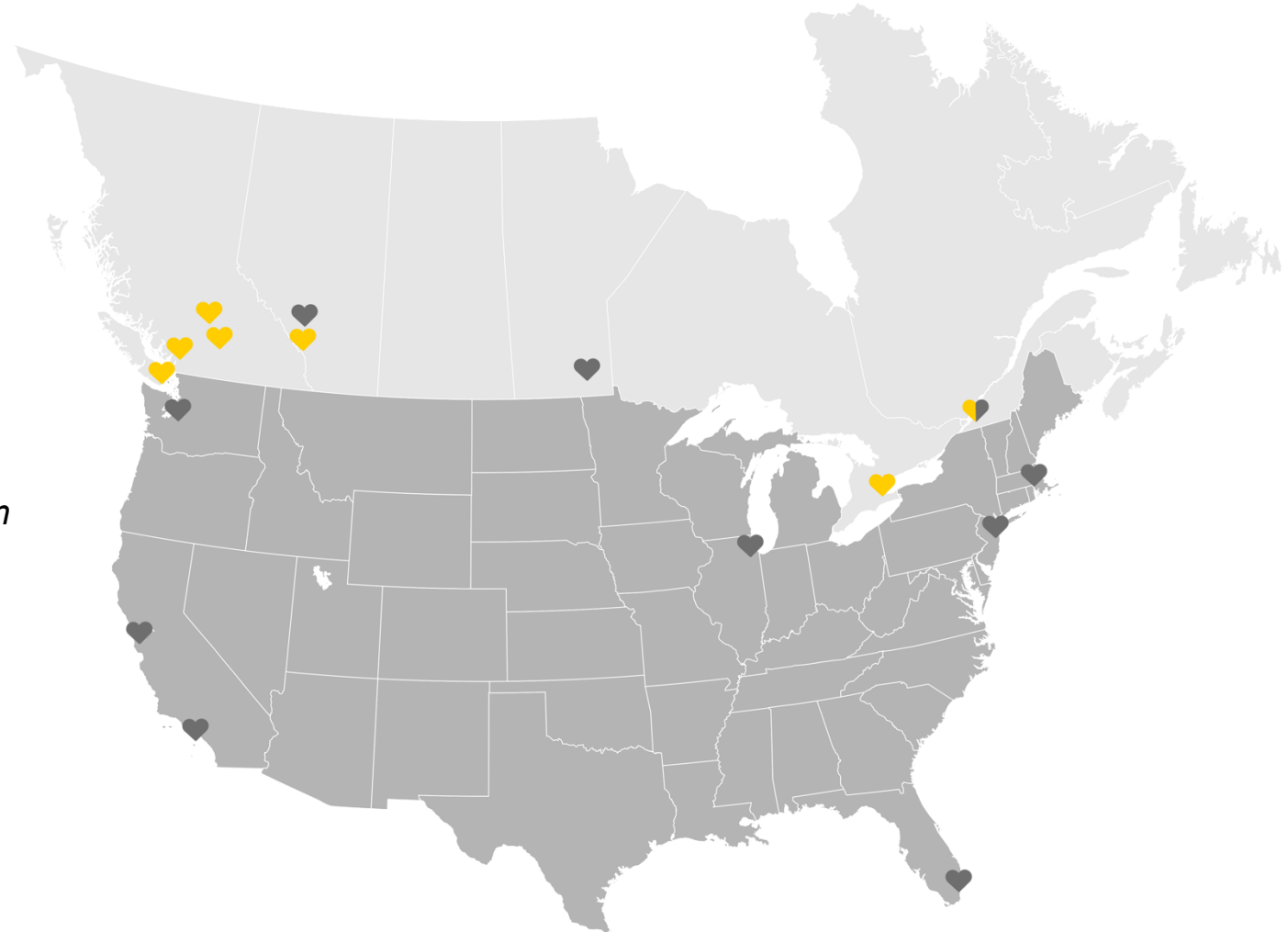


Canadian Footprint

- *Over 50,000 Homes Under Management*
- *Top 10 Condo Management Company Nationally⁽¹⁾*
- *Top 5 Rental Management Company Nationally⁽¹⁾*
- *One of the Largest Residential Rental Managers in BC*
- *Developer Relationships Across the Country*
- *Tribe's market share is less than 0.5% of the \$9.6 billion total addressable market in Canada*

Future U.S. Expansion

- *\$110 Billion⁽²⁾ Real Estate Property Management Market Size*



1: https://issuu.com/riccardo11/docs/cpm_april_2022

2: [Ibis World](#)

Tribe has a proven track record of acquiring traditional Property Management and Prop-Tech companies.

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

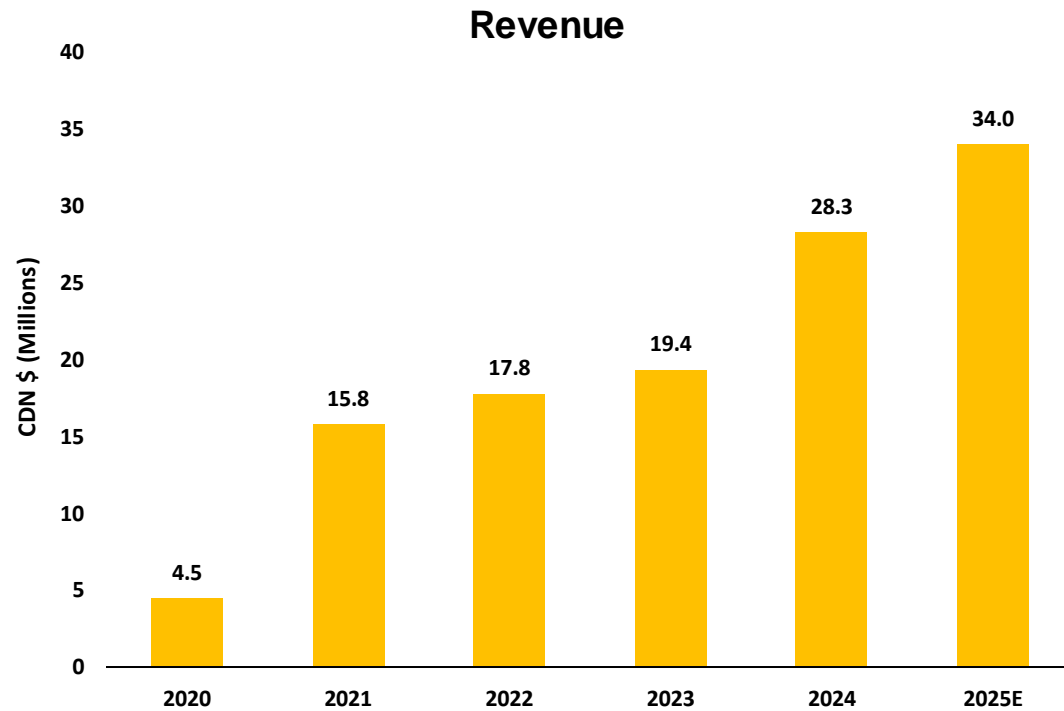
 **Martello**
Group

wpm WARRINGTON PCI
MANAGEMENT

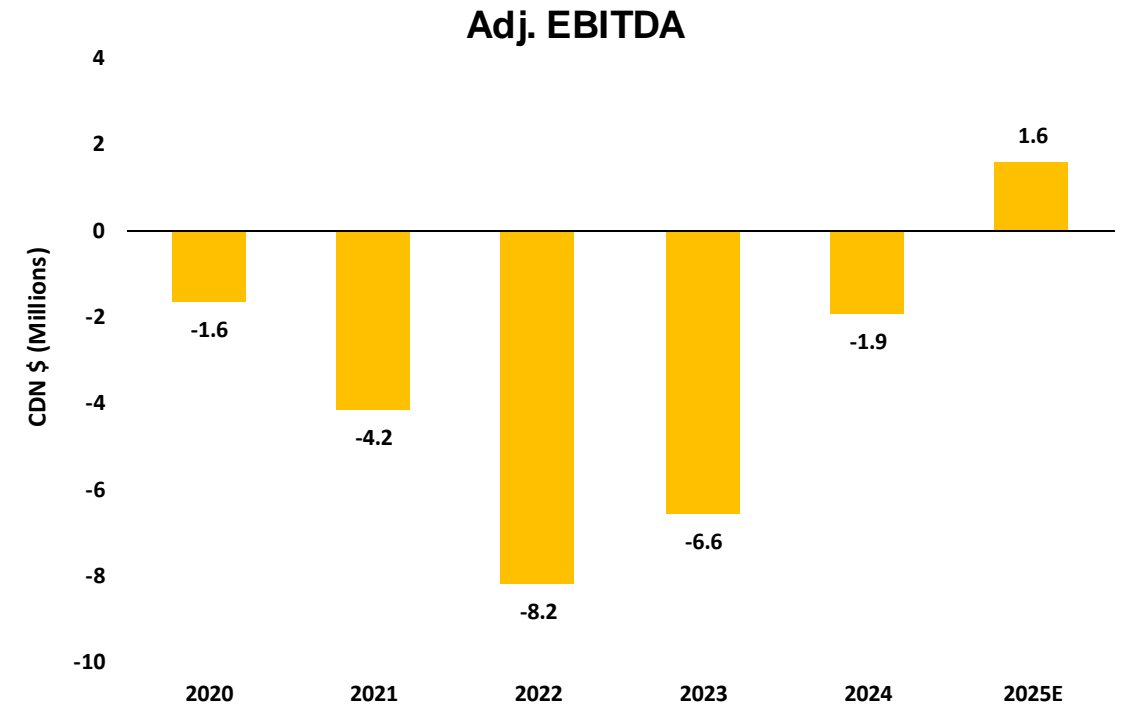
The **DMS** Group

 **ERITUS**
Group Management Inc.

Consistent annual revenue growth and significantly improving profitability in 2025.



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



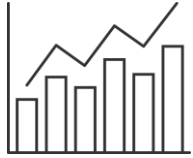
EBITDA positive since Q4-2024

	Q4-2024	Q4-2023
Revenue	\$8.43 million	\$5.11 million
Gross Profit ⁽¹⁾	\$3.57 million	\$2.11 million
Adjusted EBITDA ⁽²⁾	\$0.71 million	(\$1.05 million)

- *Record Revenue of \$8.43M in Q4-2024, an increase of 65% YoY*
- *169% YoY improvement in Adjusted EBITDA*
- *Recent trade uncertainties and tariffs between the U.S. and Canada, are having no material impact on the business.*

1) The Company defines Gross Profit as revenue less cost of service delivery, software and software licensing fees, and Gross Margin 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.



01

AI Generated Analytics

- *AI analyzes data to provide insights to identify trends, patterns, and opportunities*



02

Monetization Strategies

- *AI assesses buildings to uncover new revenue opportunities through product and service offerings*



03

Enhanced Customer Experience

- *AI tools streamline tenant communications, customer support, and sales services*



04

Cost Reduction

- *AI is used to optimize operations with fewer resources to increase margins*



BUILD

78%

of new housing built
for sale is community
associations

97%

of multifamily construction
starts are rental

\$10B

Projected 2023 revenue for
US construction software
market



MANAGE

\$110B

Property Management
Services Market
(Condo & Rental)

\$2.9B

Property Management
Software Market Worth

358,000

Managed Communities
(HOAs, Condos)



LIVE

95M

Residents living in
community associations
(HOAs/Condos)

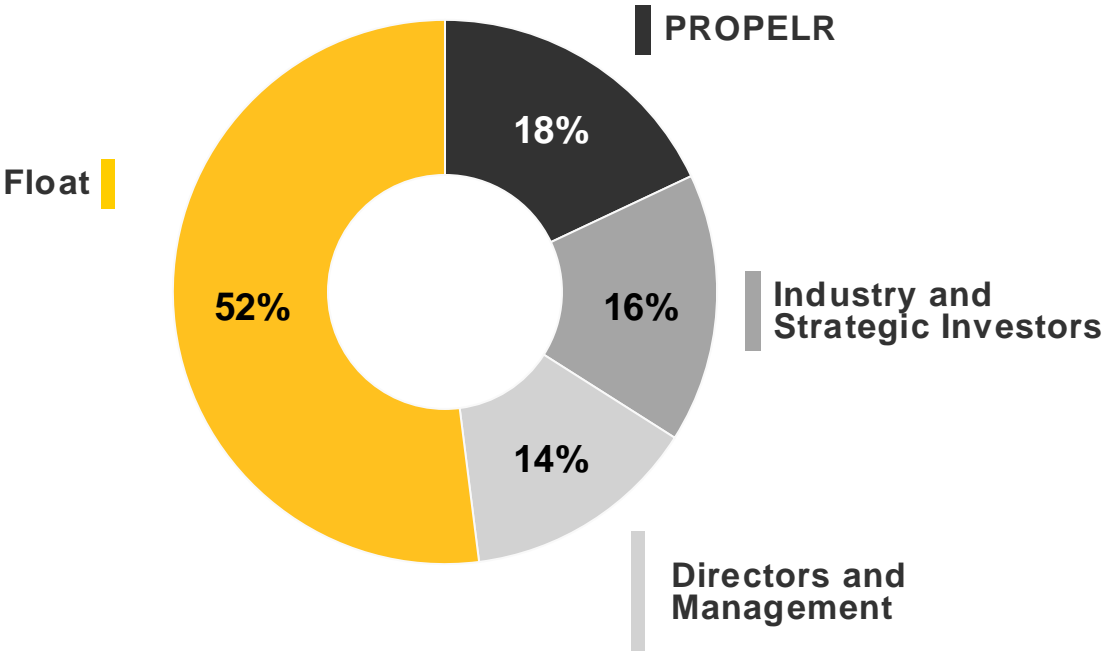
\$5.5T

Global e-commerce market
in 2023

	Millions
Basic Shares Outstanding	35.3
Share/Broker Warrants	12.7
Options / Comp Options	1.3
Fully Diluted	49.3

Top 5 Shareholders

Name	%
PROPELR	18
Ty & Sons	9
Joseph Nakhla (Tribe CEO)	7
Scott Ullrich (Tribe EVP)	7
Peterson	5



Analyst Coverage

Analyst Target Price: \$2.25

Firm	Analyst
Stifel GMP	Suthan Sukumar



Joseph Nahkla

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.



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 & 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, developments, capital lending, private equity, and partnerships.



Andrew Kiguel

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

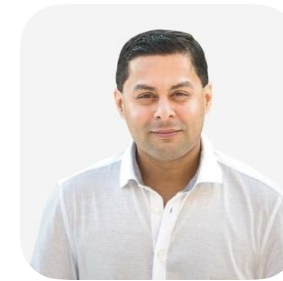
Andrew Kiguel is an accomplished executive and entrepreneur. In the last 6 years, Andrew has co-founded and provided leadership to several web3 companies including Hut 8 Mining, Tokens.com, Metaverse Group, and Hulk Labs. Prior to 2018, Andrew spent over 20 years as an investment banker raising over \$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.

01

Positive Cash Flow Generation from Operating Activities in 2025

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

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

02

Execute on M&A Strategy

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

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

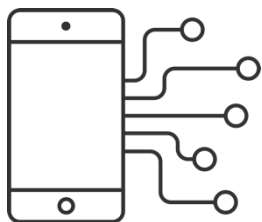
03

Increase Organic Growth

Innovate by investing in our software platform.

Housing shortage provides long-term favorable trend.

01



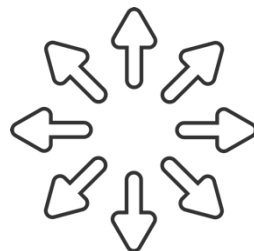
Disrupting outdated and rapidly-growing property management industry with **revolutionary** tech

02



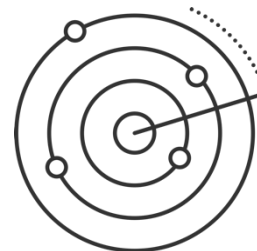
One of Canada's largest property managers with **rapid revenue growth**, established market penetration, and increasing **benefits from scale**

03



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

04



Highly defensive business model with **strong recurring revenue** coupled with **low churn** providing strong visibility and resilience in downturns

05



Diversified revenue streams from **end-to-end approach**, serving all community living stakeholders, with multiple growth levers including **ARPU expansion**

06



Experienced, multi-disciplinary management team

Thank you.

Joseph Nakhla
CEO



joseph.nakhla@tribetech.com

	For the quarters ended		For the years ended	
	December 31, 2024	December 31, 2023	December 31, 2024	December 31, 2023
Net loss	\$ (691,467)	\$ (6,968,301)	\$ (6,932,333)	\$ (14,167,301)
Depreciation	200,307	211,905	820,402	858,088
Amortization of intangible assets	363,341	493,374	1,201,308	934,605
Amortization of deferred financing asset	24,858	24,858	99,432	24,858
Impairment of goodwill	-	5,025,000	-	5,025,000
Stock-based compensation	29,713	(29,027)	125,690	106,509
Fair value gain on investment	(7,431)	(2,638)	(17,911)	(6,322)
Gain on sale of intangible assets	(50,670)	(12,148)	(50,670)	(12,148)
Interest expense ⁽¹⁾	458,083	187,175	1,441,109	623,299
Interest income	(11)	(2,869)	(2,520)	(74,763)
Standby fees	151	10,554	14,520	10,554
Foreign exchange loss (gain)	6	655	327	(6,259)
Severance costs	82,145	1,635	222,390	74,298
Acquisition costs	-	28,659	648,689	56,413
Loss on revaluation of government grant	-	-	-	11,503
Loan forgiveness on government grant	-	-	-	(10,000)
Loss on sale of software asset	-	-	72,172	-
Administrative fee for amendment of bank covenants	-	-	10,000	-
Investor relations costs for LIFE	-	-	72,000	-
Bonus compensation	-	-	37,500	-
GST in arrears	297,394	-	297,394	-
Income tax recovery	-	(22,132)	-	(11,681)
Adjusted EBITDA	\$ 706,419	\$ (1,053,300)	\$ (1,940,501)	\$ (6,563,347)

Average MRR/Community for period
 Number of buildings annually

