

Corporate Presentation



July 2025

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NON-IFRS MEASURES

This presentation contains non-IFRS measures, including gross profit, gross margin and adjusted EBITDA. Non-IFRS measures do not have a standardized meaning under IFRS, and therefore may not be comparable to similar measures presented by other issuers. Non-IFRS measures have limitations as analytical tools and should not be considered in isolation nor as a substitute for analysis of the Company's financial information reported under IFRS and should be read in conjunction with the consolidated financial statements for the periods indicated.

Refer to the section "Selected Quarterly Financial Information" in the Company's management's discussion and analysis for the three months ended March 31, 2025 ("Q1 2025 MD&A"), which section is incorporated by reference in this presentation, for a description of the non-IFRS measures noted above. The Company's Q1 2025 MD&A may be found on SEDAR+ at www.sedarplus.ca.

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 **15 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 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- **Revolutionizing a complex and outdated industry** with cutting-edge technology, driving increased efficiency.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 opportunity¹** 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 :	120,000+
Market Cap (Basic) ² :	\$15.2M
Q1-2025 Financials	\$8.0M Revenue \$0.3M Adj. EBITDA

1) Based on number of homes under management multiplied by avg number of people per Canadian household. Source: [RBC ProofPoint demographics](#).

2) As of July 2, 2025

1. [Ibis World PM in Canada](#) + [TrueList US PM Stats](#)

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



- *One of the largest publicly-listed property management companies in Canada*
- *Providing both rental and condo management services*

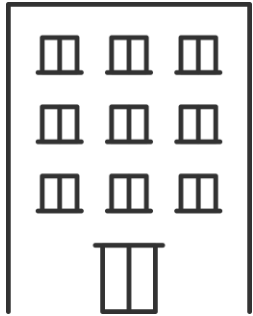


- *Tribe Home is a property management platform and pre/post-construction software*
- *Proprietary software solution developed over the past 10 years*



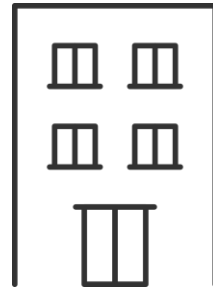
- *Tribe Market is a digital marketplace connecting strata and condo communities with products and services for daily living*
- *Connects users to third-party service providers in a seamless manner*

Tribe offers comprehensive tech-elevated property management solutions.



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.



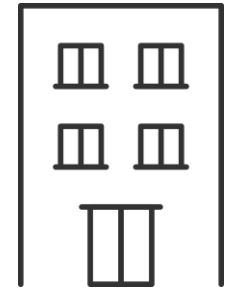
Single Units

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.



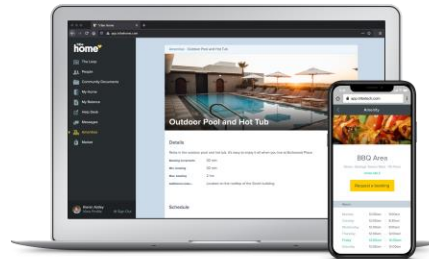
**Pre and Post
Construction Software**



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



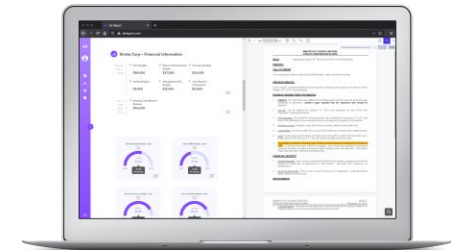
**Property Management &
Governance Software**



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



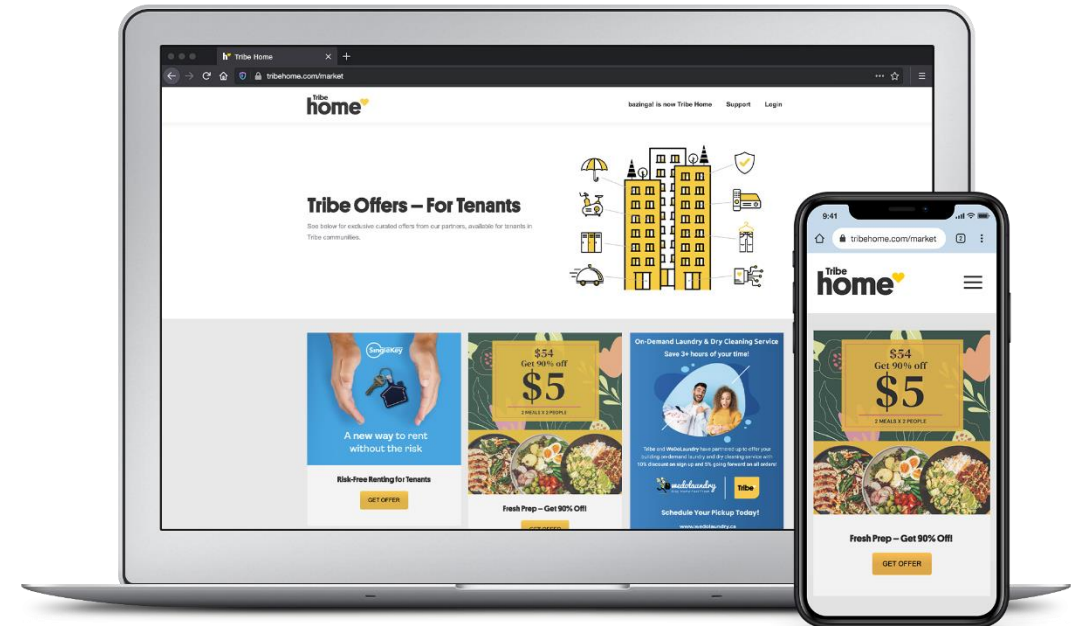
AI Enabled Solutions



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.

- *Leveraging the group buying power of residents living in Tribe-managed 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



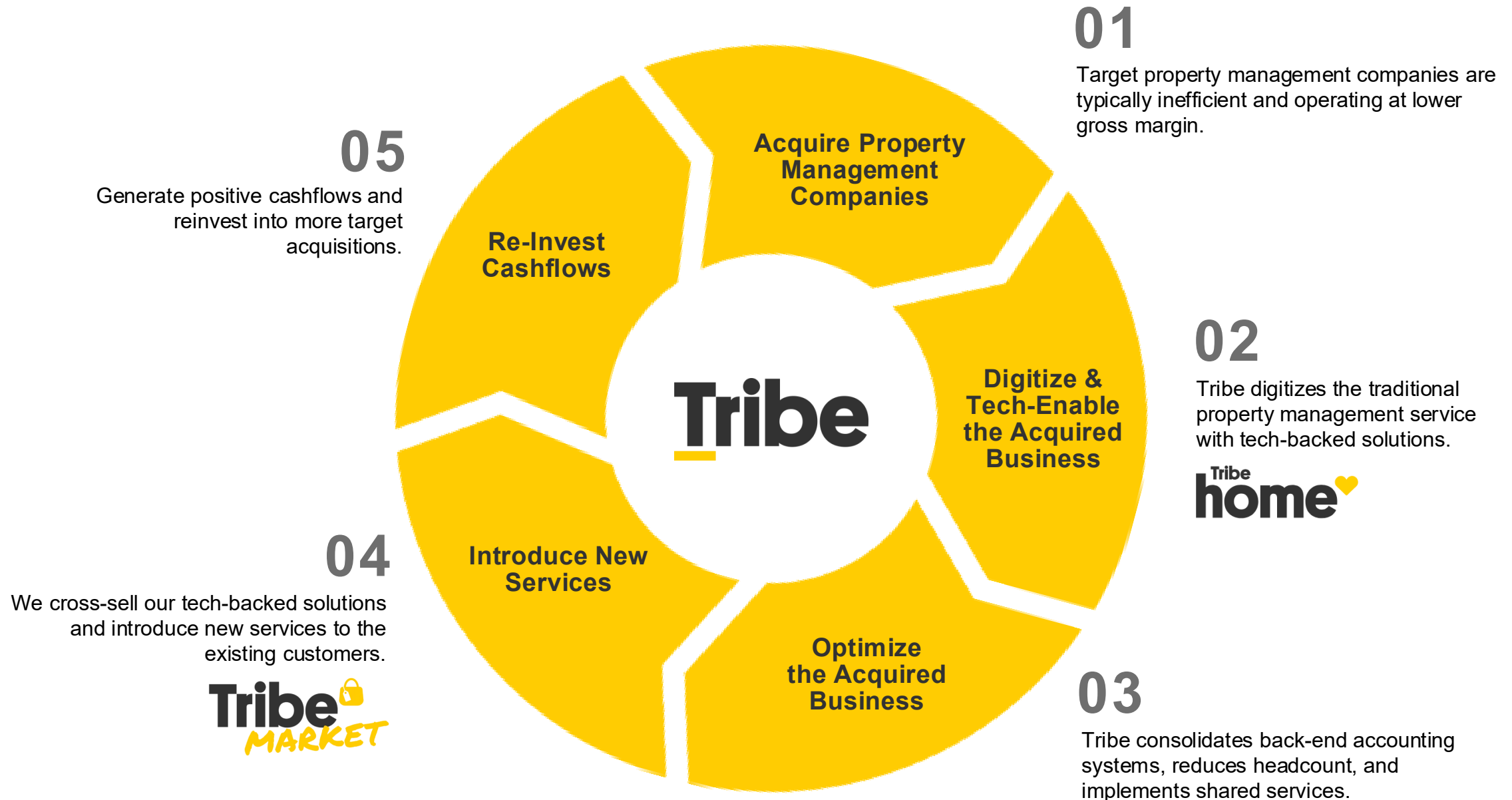
Owners

- 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





Software and Service Revenue

Recurring Tech-elevated Management Services Revenue:

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

\$6.4 million in Q1-2025

42% increase YoY

80% of total revenue



Transactional Revenue

Fees from the following types of transactions:

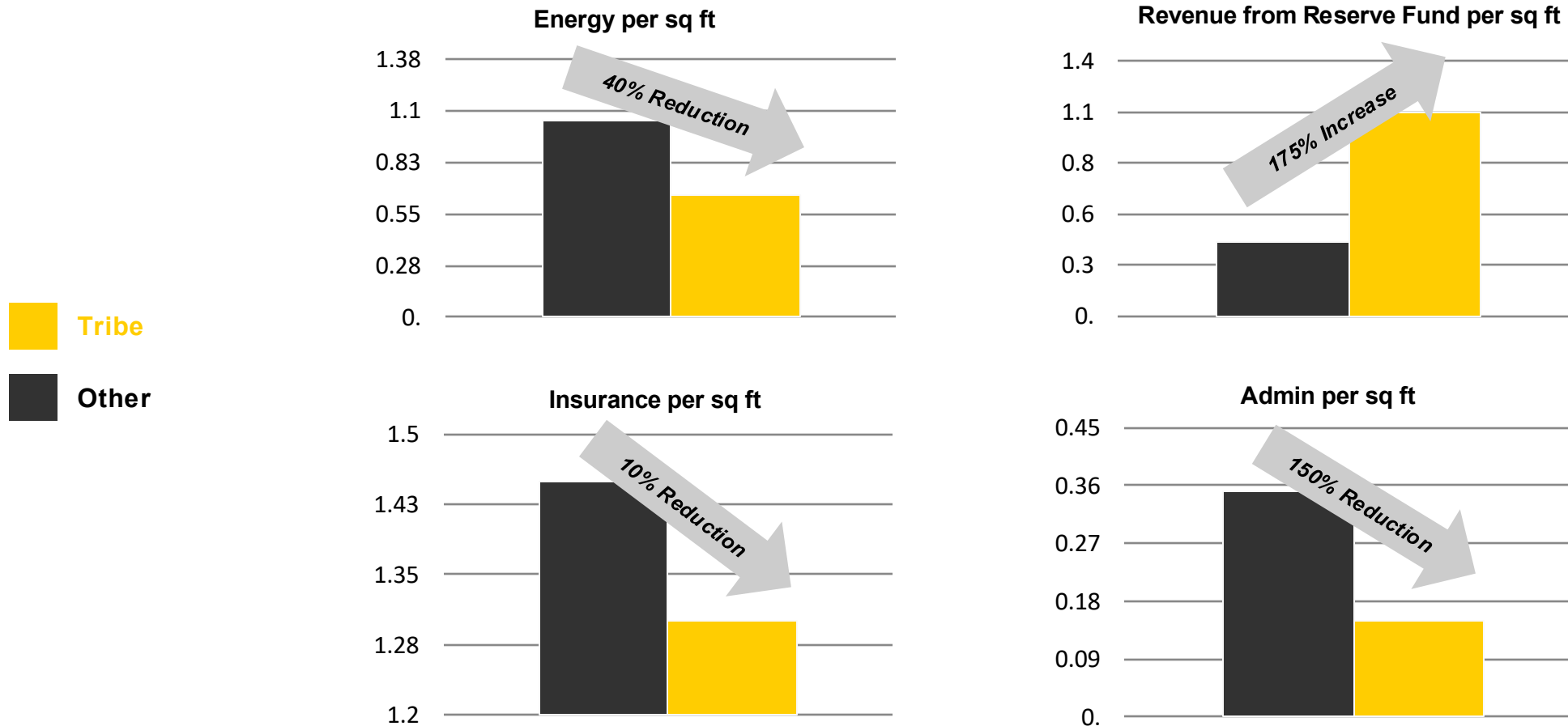
- *Software Licensing*
- *Data Reporting and Access*
- *Banking Services*
- *Rental/Lease-Up Services*
- *Special Projects*
- *30+ offers in Tribe's digital marketplace for homeowners*
- *Smart-building products such as digital parcel delivery systems*
- *Financial & insurance services*

\$1.6 million in Q1-2025

89% increase YoY

20% of total revenue

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

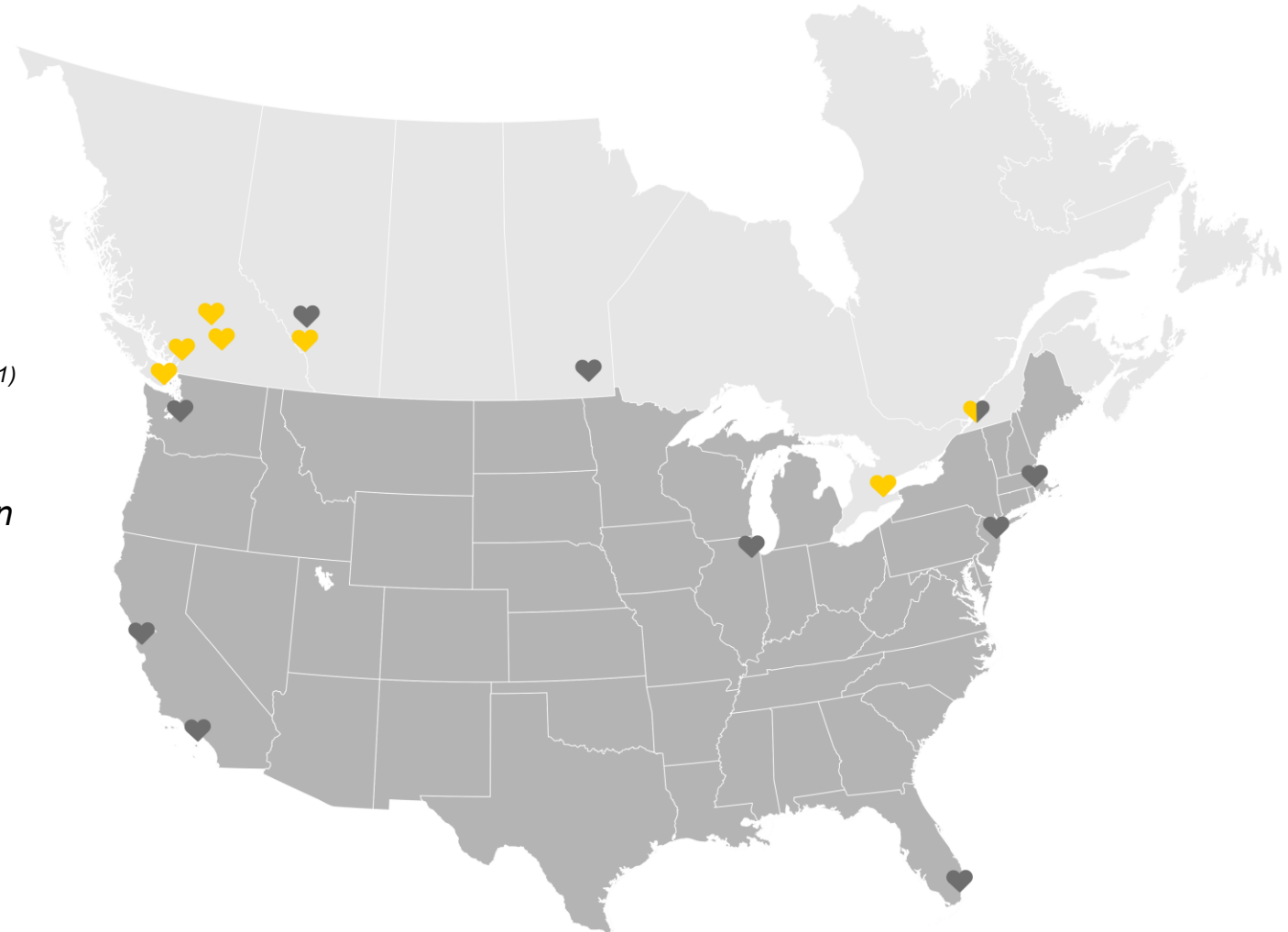


Canadian Footprint

- *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⁽¹⁾*
- *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: [Who's Who, for rental, combine Tribe Mgmt and DMS.](#)

2: [Ibis World PM in Canada](#) + [TrueList US PM Stats](#)

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

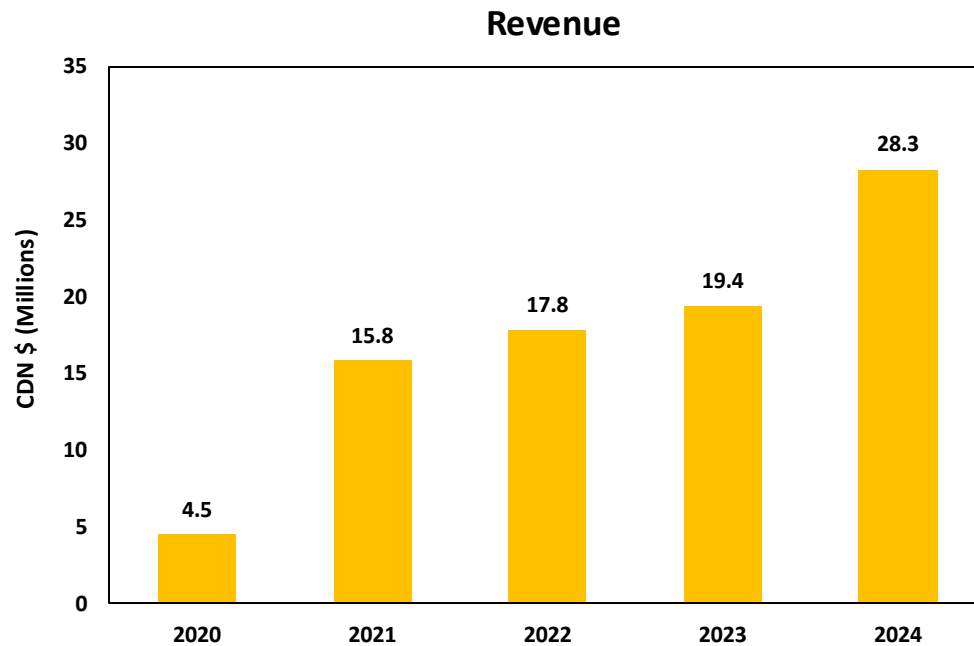
wpm WARRINGTON PCI
MANAGEMENT

The DMS Group

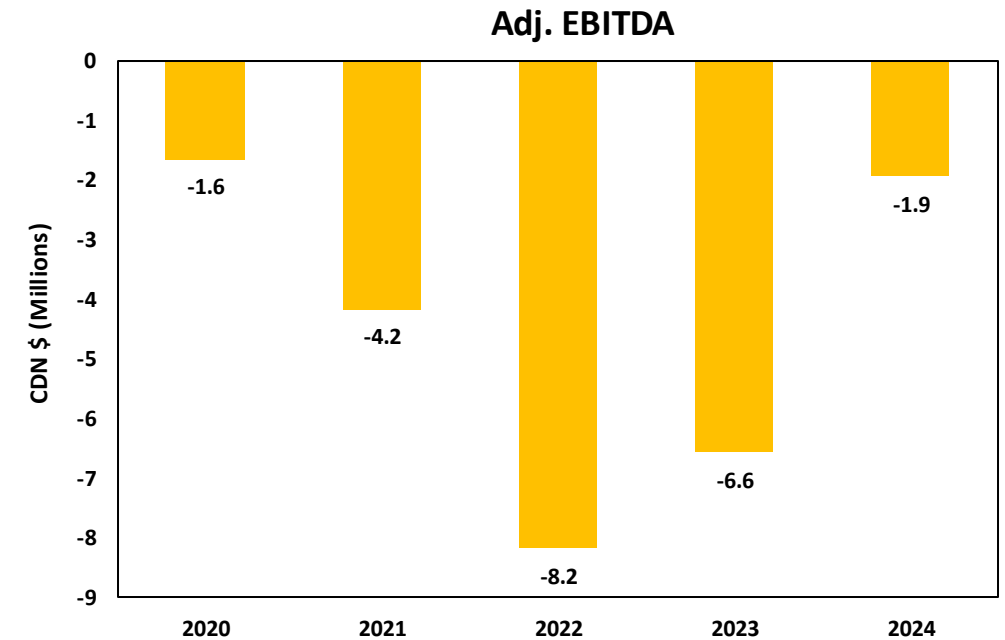
 **ERITUS**
Group Management Inc.

 **ace agencies**
Property Management

Consistent annual revenue growth and improving Adj. EBITDA



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

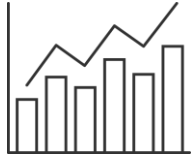


Adj. EBITDA positive since Q4-2024

	Q1-2025	Q1-2024
Revenue	\$7.98 million	\$5.34 million
Gross Profit ⁽¹⁾	\$3.25 million	\$1.84 million
Adjusted EBITDA ⁽¹⁾	\$0.32 million	(\$1.36 million)

- Revenue of \$8.0M in Q1-2025, an increase of 49% YoY
- 124% 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) See disclosure of Non-IFRS Measures on Slide 2.



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

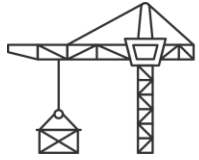
- *AI tools streamline tenant communications, customer support, and sales services*



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 associations¹

97%

of multifamily construction starts are rental²

\$10B

2023 US construction software market³



MANAGE

\$110B

North American Property Management Services Market (Condo & Rental)⁴

\$5B

Global Property Management Software Market Worth⁵

358,000

Managed Communities (HOAs, Condos)¹



LIVE

76M

Residents living in community associations (HOAs/Condos)⁶

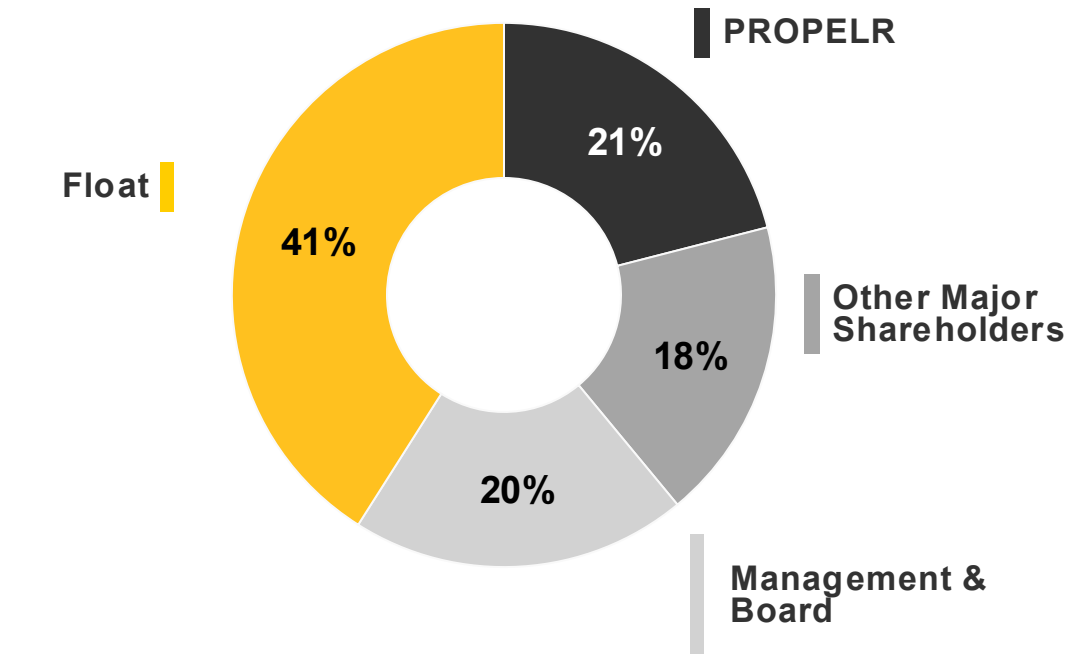
\$6T

Global e-commerce market in 2023⁷

(As of May 28, 2025)		Millions
Basic Shares Outstanding		35.3
Share/Broker Warrants		7.1
Options / Comp Options		1.0
Fully Diluted		43.4

Top 5 Shareholders (Fully Diluted)

Name	%
PROPELR	21
Ty & Sons	8
Joseph Nakhla (Tribe CEO)	7
Scott Ullrich (Tribe EVP)	7
Peterson	4



Analyst Coverage

Analyst Target Price: \$0.75

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

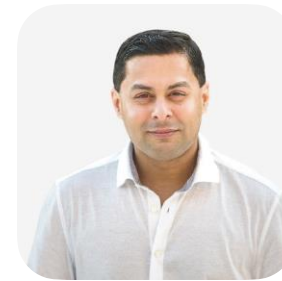
Andrew Kiguel is an accomplished executive and entrepreneur. In the last 6 years, Andrew has co-founded and provided leadership to several web3 companies including Hut 8 Mining, Tokens.com, Metaverse Group, and Hulk Labs. Prior to 2018, Andrew spent over 20 years as an investment banker raising over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

Alex previously served as General Partner at PROPELR Growth (formerly Round13), where he was 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

Increase organic growth

Growth will be fueled by landing new property management agreements, onboarding more communities onto the Tribe platform, winning new software licensing agreements and increasing digital services revenue.

02

Execute on M&A strategy

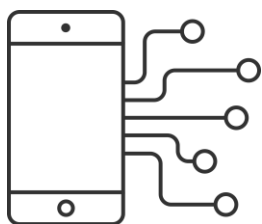
Tribe continues to evaluate strategic acquisitions with a view of adding targets that would be immediately accretive.

03

Continue to innovate

Tribe is committed to investing in its software platform, adding functionality and leveraging AI to maintain its industry leadership position.

01



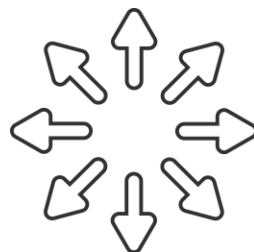
Disrupting outdated and rapidly-growing property management industry with **revolutionary** tech

02



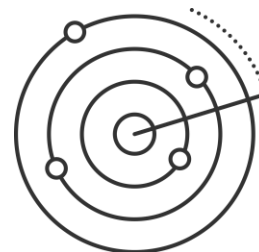
One of Canada's largest property managers with **rapid revenue growth**, established market penetration, and increasing **benefits from scale**

03



Proven aggressive **M&A strategy** set to see Tribe expand further

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