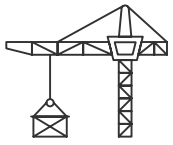# Tribe

At Tribe, we offer tech-elevated solutions for Building, Managing and Living in multi-family residential communities. Our solutions combine human interaction, access and data to support a sustainable future for our multi-family living environments.

## Build

Pre- and post-construction solutions to support building completion and facilitate handover to owners and property managers.

- *Budgeting & Disclosures*
- *Community Benchmarking*
- *Issues & Warranty Tracking*
- *Digital Home Manuals*
- *ESG & Carbon Offset Strategies*

## Manage

Property management services and technologies that drive operational efficiencies and streamline service delivery for Managers, Councils & Boards.

- *Condo/Strata Management*
- *Rental & Commercial Management*
- *Project & Land Management*
- *Property Management Software*
- *Building Maintenance Partnerships*

## Live

Tools and services to support daily living needs in managed communities – from bookable amenities to a digital marketplace for residents.

- *Digital Building History*
- *Bookable Building Amenities*
- *Resident Engagement & Events*
- *Curated Resident Marketplace*
- *Trackable Customer Support Tickets*

## Why Invest?

**Disrupting An Industry** — Disrupting the complex, outdated, and paper-based property management industry with digital transformation and revolutionary technology.

**Leading Digital Platform** — Fully integrated digital platform that provides tech-elevated property management solutions to all industry stakeholders, increasing efficiencies and lowering costs.

**Proven Acquisition Track Record** — Executing an aggressive M&A strategy with 13 acquisitions completed to date, including the recently announced acquisition of Toronto-based DMSI Holdings.

**Strong Financial Performance** — Strong growth profile with revenue increasing from under $3 million in 2018 to currently over $33 million in pro-forma annual revenue run-rate.

**Experienced Management Team** — Led by a senior executive team with experience in high-growth, tech, product, capital markets and property management expertise.

### Total Addressable Market

**$110B**

Property Management Services Market (Condo & Rental)

**$2.9B**

Property Management Software Market Worth

*This does not include rental community maintenance.* **(1) Source:** Community Associations Institute National Statistical Review for 2021.

## Tribe Clients and Communities

**Aqua** *Vancouver*
**Woodwards** *Vancouver*
**Shangri-La** *Vancouver*
**West Harbour Village II** *Toronto*
**Portland Park Village** *Toronto*
**Fairmont Pacific Rim** *Vancouver*

### Real Estate Developers (100+)

CAMROST FELCORP.
LAMB DEVELOPMENT CORP.
DAVA DEVELOPMENTS
AQUILINI DEVELOPMENT
CITYZEN
solterra
Peterson
EMBLEM
LEDCOR GROUP

### REITS & Real Estate Investors
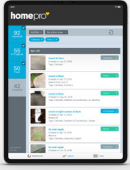
Starlight Investments
GWL REALTY ADVISORS
dream
TRICON
PLAZA

# Tribe Tech-Elevated Service Solutions

**Pre and Post Construction Software** → **AI Community Benchmarking** → **Property Management Services and Software** → **Resident Apps** → **Digital Marketplace for Owners and Residents**

Property Management Services and Software:
- Strata/Condo
- Multi-Family Residential
- REIT Management
- Commercial Property
- Government Contracts
- New Construction

# Revenue Generators
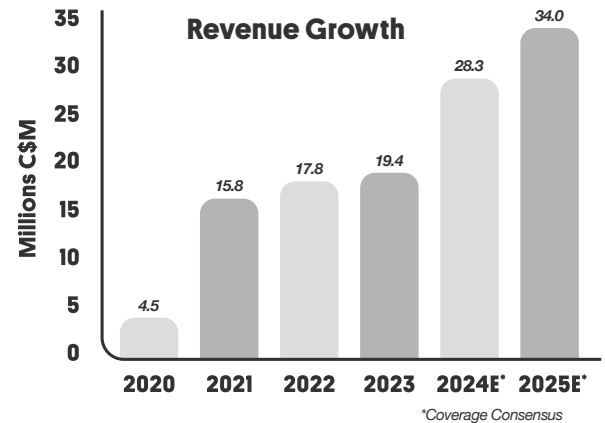
## Recurring Revenue

**MRR from Software Licensing and Management service fees for:**

- Strata/Condo
- Rental/Investor-Owned
- Commercial
- New Construction Projects
- Student Housing

## Transactional Revenue

**One-off fees from the following types of transactions:**

- Financial & Insurance Services
- Rental/Lease-Up Services
- Special Project Management
- Curated Offers for Residents
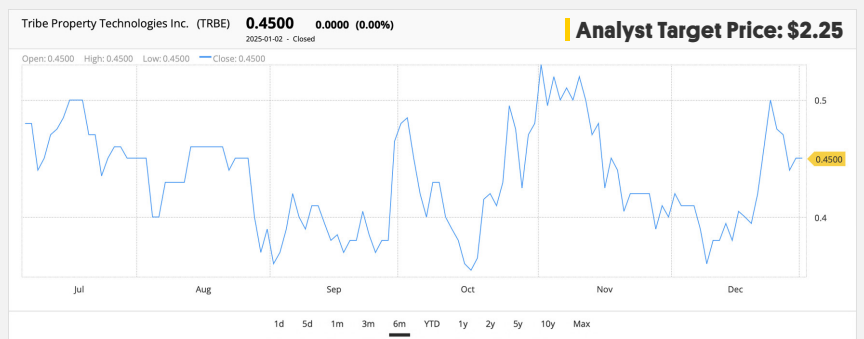- Smart-Building Partnerships

### Revenue Growth

Millions C$M

| Year | Value |
|------|-------|
| 2020 | 4.5 |
| 2021 | 15.8 |
| 2022 | 17.8 |
| 2023 | 19.4 |
| 2024E* | 28.3 |
| 2025E* | 34.0 |

*Coverage Consensus

# Capitalization Table

|  | Millions # |
|---|---|
| Basic Shares Outstanding | 33.23 |
| Share Warrants | 11.19 |
| Options/Comp Options | 1.27 |
| Broker Warrants | 0.43 |
| **Fully Diluted:** | **46.12*** |

*Includes shares issued from recent private placement and LIFE at $0.52

# Stock Chart

Tribe Property Technologies Inc. (TRBE)  **0.4500**  0.0000 (0.00%)
2025-01-02 - Closed

Open: 0.4500  High: 0.4500  Low: 0.4500  — Close: 0.4500

**Analyst Target Price: $2.25**

0.4500

1d  5d  1m  3m  6m  YTD  1y  2y  5y  10y  Max

# Leadership Team

**Joseph Nakhla**
CEO & Tribe Founder

**Angelo Bartolini**
President & CFO

**Scott Ullrich**
Executive VP