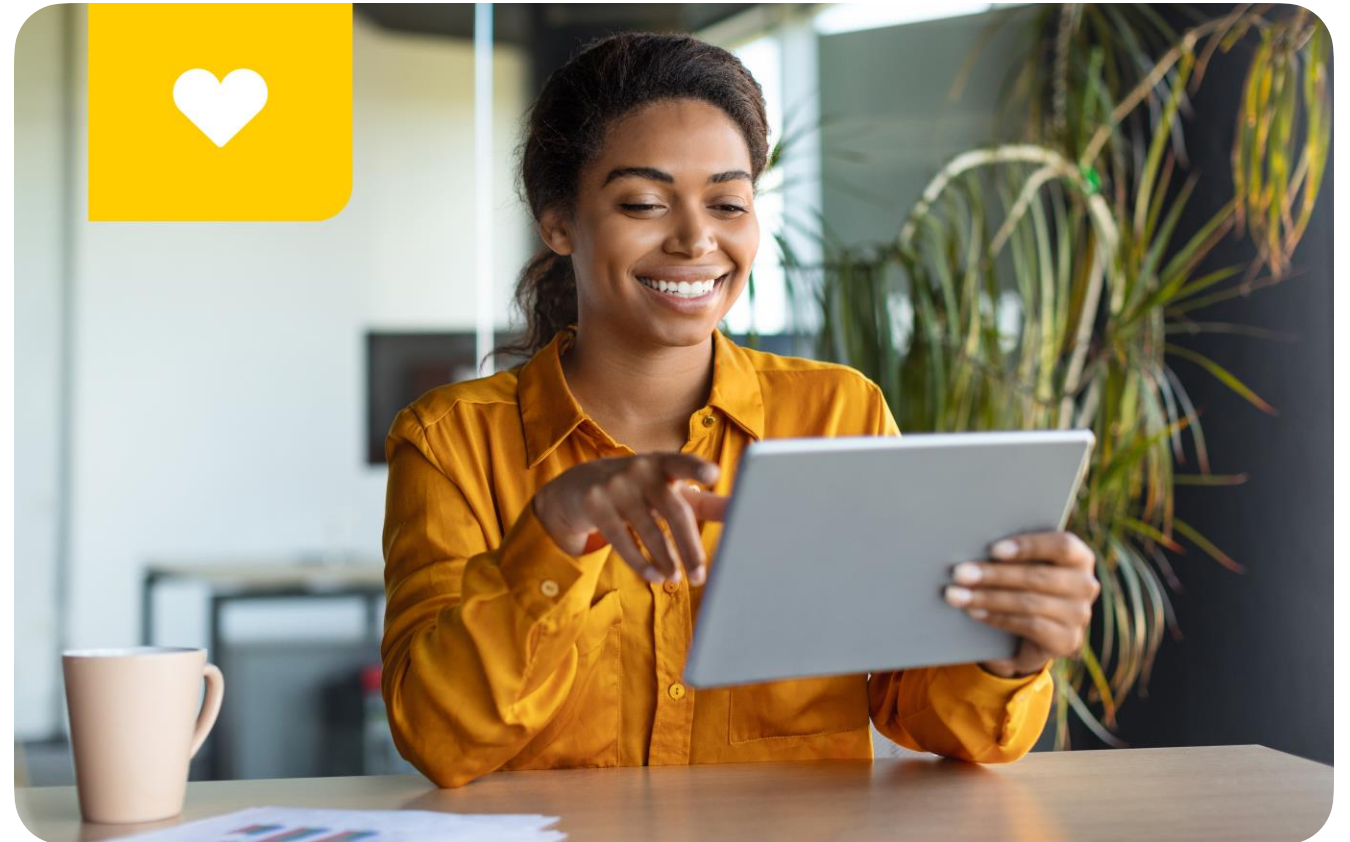


## Corporate Presentation



April 2026

This document has been prepared by the Company solely for the use in connection with the recipient's evaluation of the Company. This document is a presentation of information about the Company's activities as the date of the presentation and should be read in conjunction with all other disclosure documents of the Company. The information in this presentation is not intended to modify, qualify, supplement or amend information disclosed under corporate and securities legislation of any jurisdiction applicable to the Company. It is information in a summary form and does not purport to be complete and does not constitute an offer to sell or the solicitation of an offer to buy any security. It is not intended to be relied upon as advice to investors or potential investors and does not take into account the investment objectives, financial situation or needs of any particular investor. These should be considered, with or without professional advice, when deciding if an investment is appropriate. The information contained in this presentation is derived from estimates made by the Company, information that has been provided to the Company by other parties and otherwise publicly available information concerning the business and affairs of the Company and does not purport to be all-inclusive or to contain all the information that an investor may desire to have in evaluating whether or not to make an investment in the Company. In particular, information derived from third party sources has not been independently verified and is subject to material updating, revision and further amendment. No representation or warranty, express or implied, is made or given by or on behalf of the Company or any of its affiliates, or any of the directors, officers or employees of any such entities as to the accuracy, completeness or fairness of the information or opinions contained in this presentation and no responsibility or liability is accepted by any person for such information or opinions. In furnishing this presentation, the Company does not undertake or agree to any obligation to provide the recipients with access to any additional information or to update this presentation or to correct any inaccuracies in, or omissions from, this presentation that may become apparent. No person has been authorized to give any information or make any representations other than those contained in this presentation and, if given and/or made, such information or representations must not be relied upon as having been so authorized. The information and opinions contained in this presentation are provided as at the date of this presentation. The contents of this presentation are not to be construed as legal, financial or tax advice. Each prospective investor should contact his, her or its own legal adviser, independent financial adviser or tax adviser for legal, financial or tax advice. No securities commission or regulatory authority has reviewed the accuracy or adequacy of the information presented. This presentation is for informational purposes only and does not constitute an offer or a solicitation of an offer to purchase the securities referred to herein.

#### **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 September 30, 2025 ("Q3 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 Q3 2025 MD&A may be found on SEDAR+ at [www.sedarplus.ca](http://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 opportunity<sup>1</sup>** 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 <sup>1</sup> :	120,000+
Market Cap (Basic) <sup>2</sup> :	\$12M
Q3-2025 Financials	\$8.3M Revenue -\$0.08M Adj. EBITDA

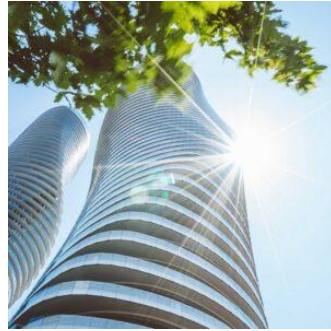
1) Based on number of homes under management multiplied by avg number of people per Canadian household. Source: [RBC ProofPoint demographics](#).

2) As of March 3, 2025

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

## Condo Management Services

*3<sup>rd</sup> largest in Canada\**



### Strata Councils and Condo Boards

Tech-driven strata and condo management solutions that drive efficiencies, support long-term planning and elevate resident experience.

### Owners and Residents

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

### Property Developers

Software and services that support building completion and set a strong foundation for the future of the building and its community.

## Rental Management Services

*2<sup>nd</sup> largest in Canada\**

### For Property Owners & Investors

Tribe's rental management services ensure your investment is in expert hands. We:

- *Thoroughly screen tenants to safeguard your building.*
- *Coordinate insurance, maintenance, repairs, and inspections on your behalf.*
- *Provide detailed income and expense reports to keep you informed.*

### For Renters

Looking for a new home? Tribe Rentals makes it easy to:

- *Browse available apartments for rent across BC, Alberta, and Ontario.*
- *Apply through a streamlined, hassle-free process.*
- *Learn about the services and amenities available in your building.*

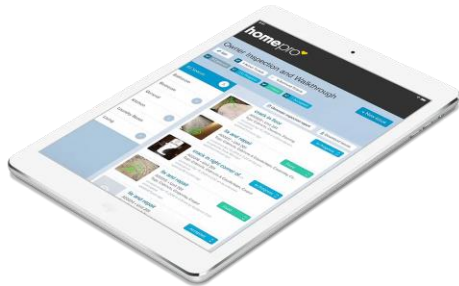


\*Tribe is one of only three companies named in the Canadian Property Management [Who's Who](#) list to manage strata/condo buildings in a national, multi-province capacity, and 2 largest for rental management.

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

**homepro** 

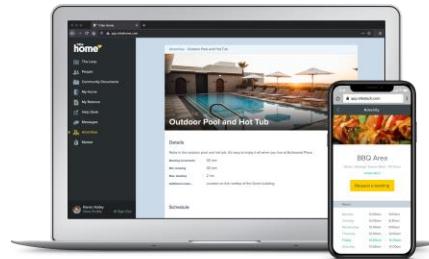
**Pre and Post  
Construction Software**



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

**Tribe  
home** 

**Property Management &  
Governance Software**



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

**TribeAi** 

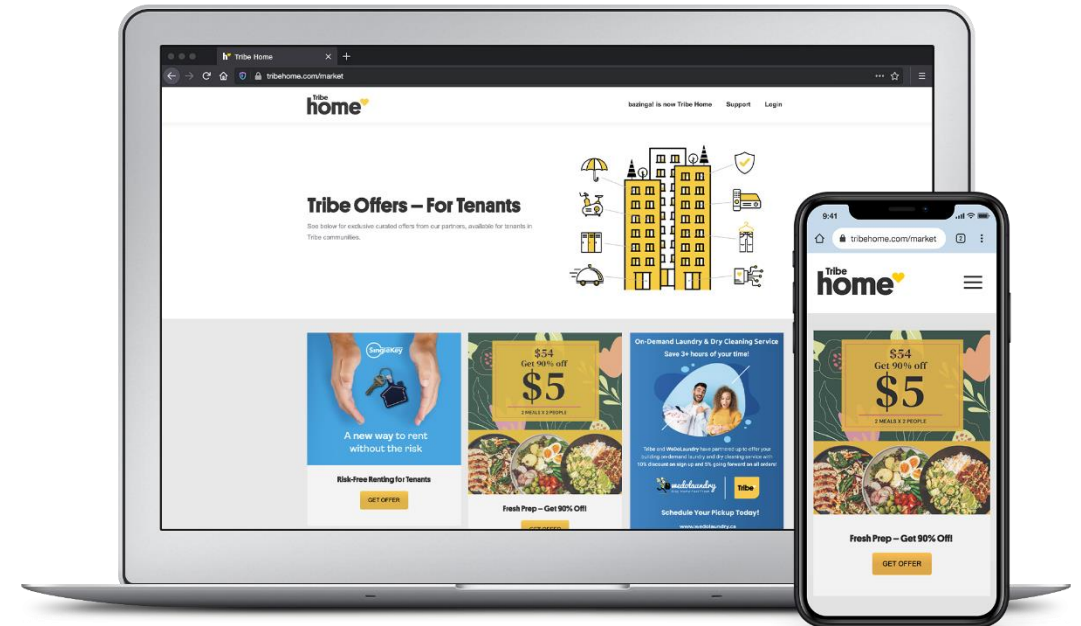
**AI Enabled Solutions**



*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.*



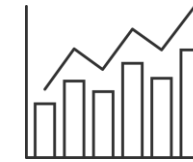
## Tribe's AI Vision:

Transform Tribe Home into an AI-first platform where...

- Data is captured intelligently
- Workflows run autonomously
- AI-initiated conversations drive engagement and operations
- Development is scalable and secure

## Our early focus is on:

- Resident request and escalation management
- Enhanced governance tools for condo corporations
- Delivery of self-service for our stakeholders with fewer employee touchpoints



**AI Generated Analytics**



**Monetization Strategies**



**Enhanced Customer Experience**



**Cost Reduction**

**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

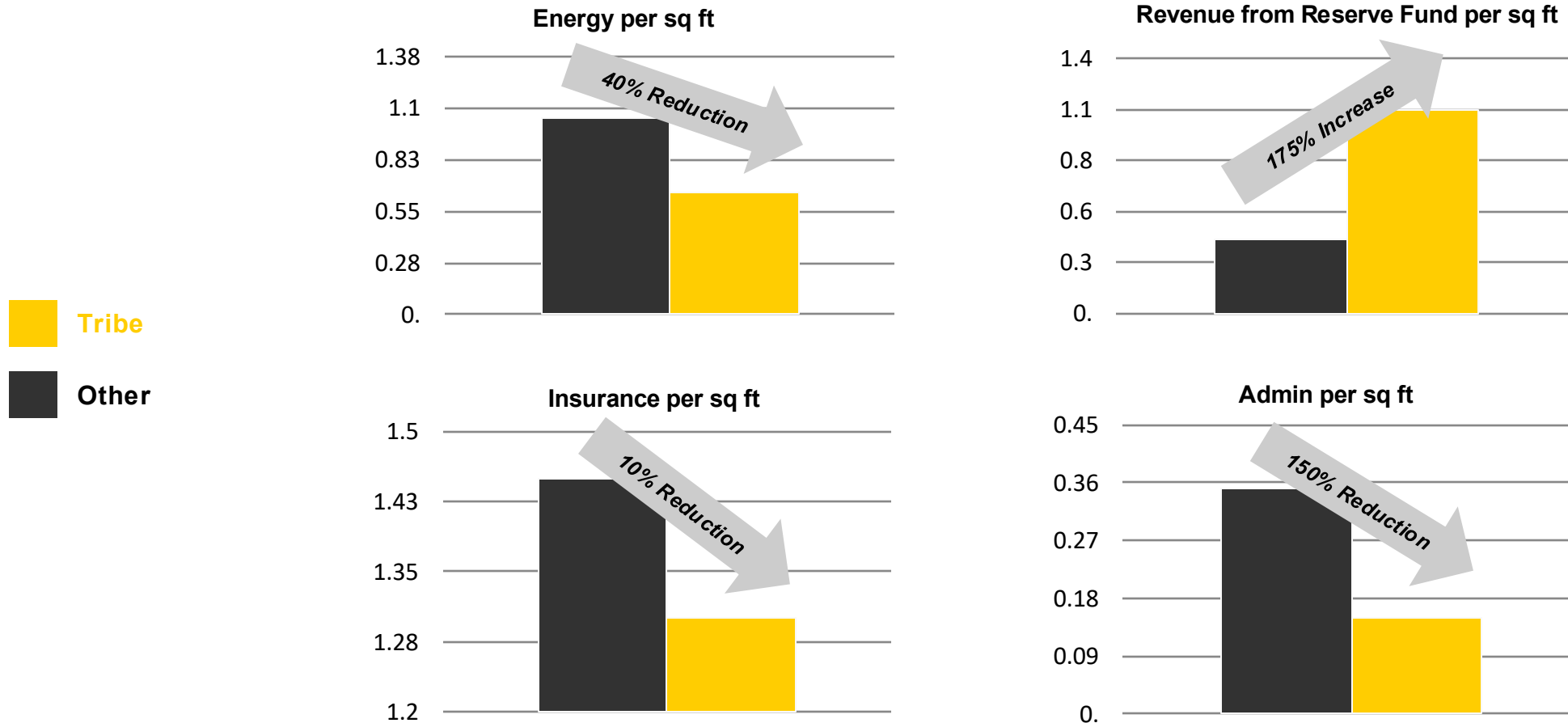
**Owners**

- 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

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



1) Eli Report 2024

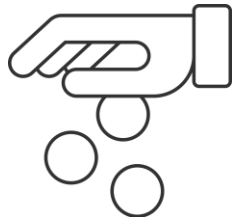


## Software and Service Revenue

### Recurring Tech-elevated Management Services Revenue:

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

**\$6.87 million in Q3-2025**  
83% of total revenue



## Transactional Revenue

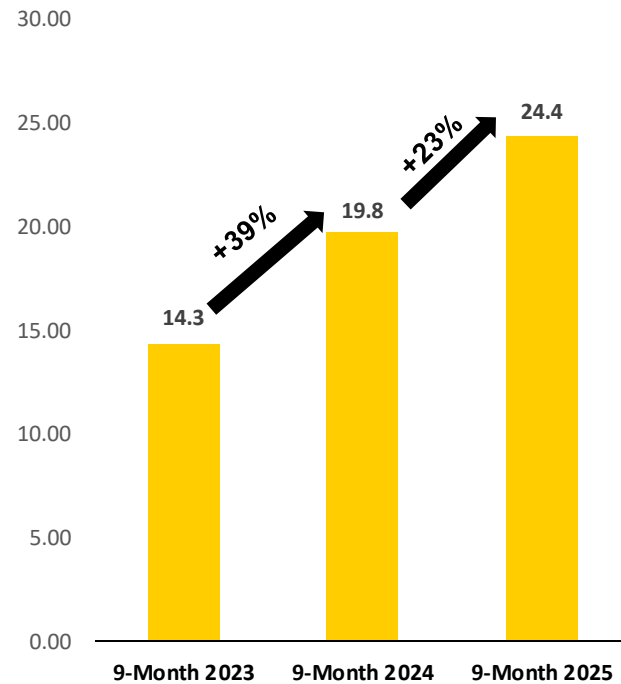
### Fees from the following types of transactions:

- *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*

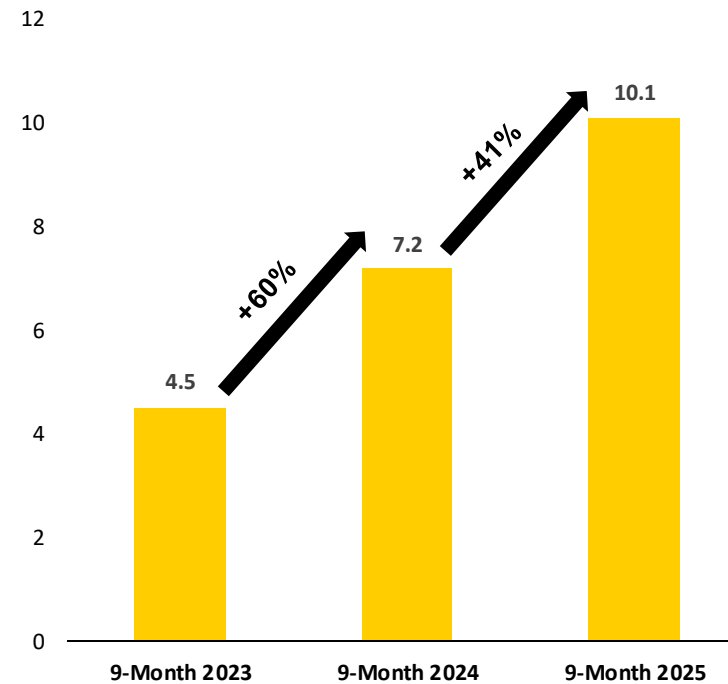
**\$1.43 million in Q3-2025**  
17% of total revenue

## Nine Months Ended

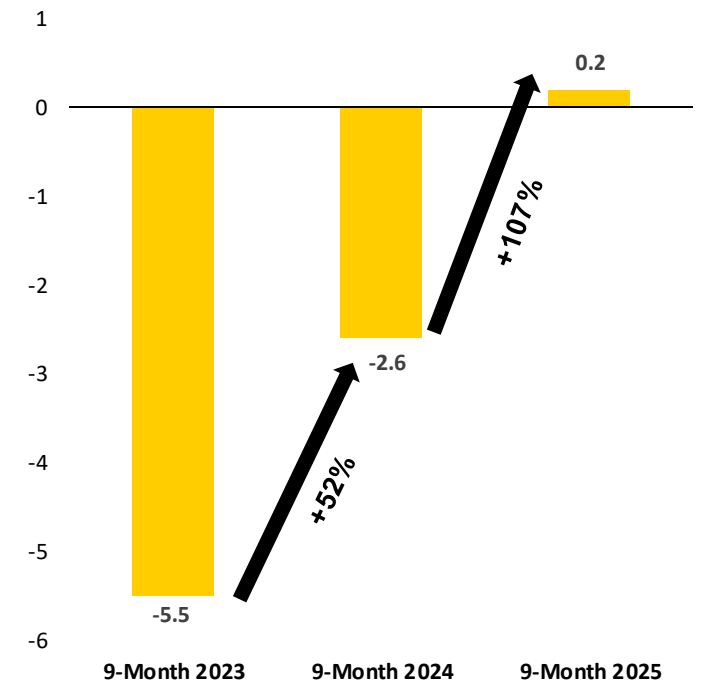
9-Month Revenue Comparison



9-Month Gross Profit Comparison<sup>1</sup>

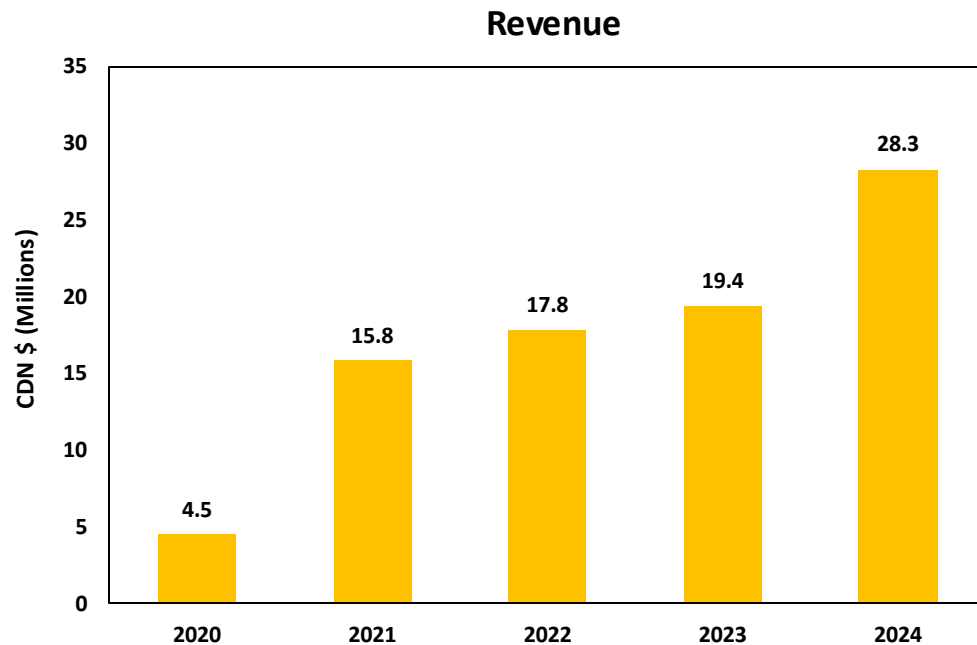


9-Month ADJ. EBITDA Comparison<sup>1</sup>

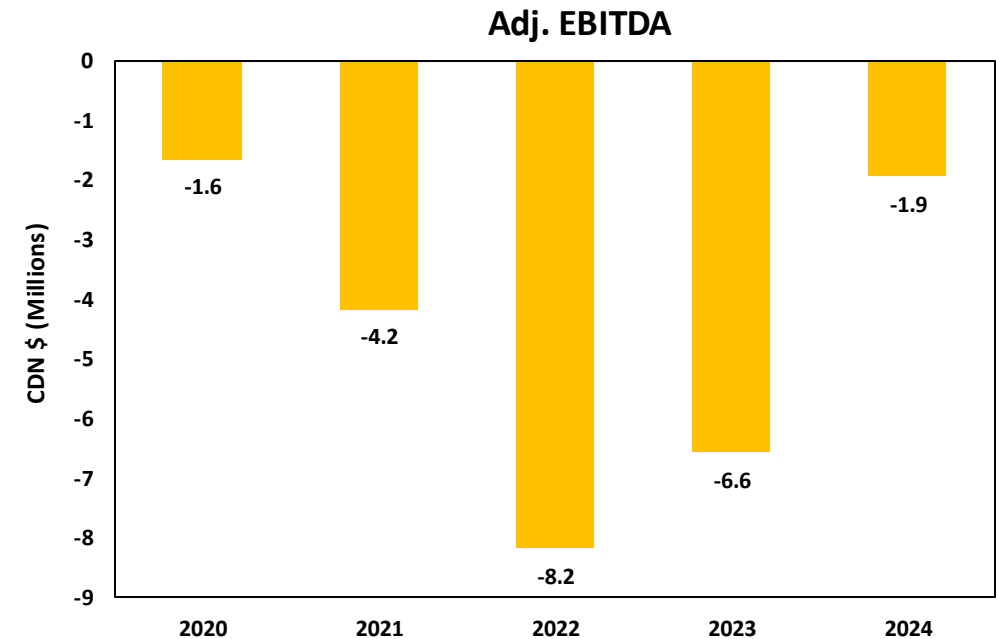


1. Refer to Non-IFRS Measures section of this presentation.

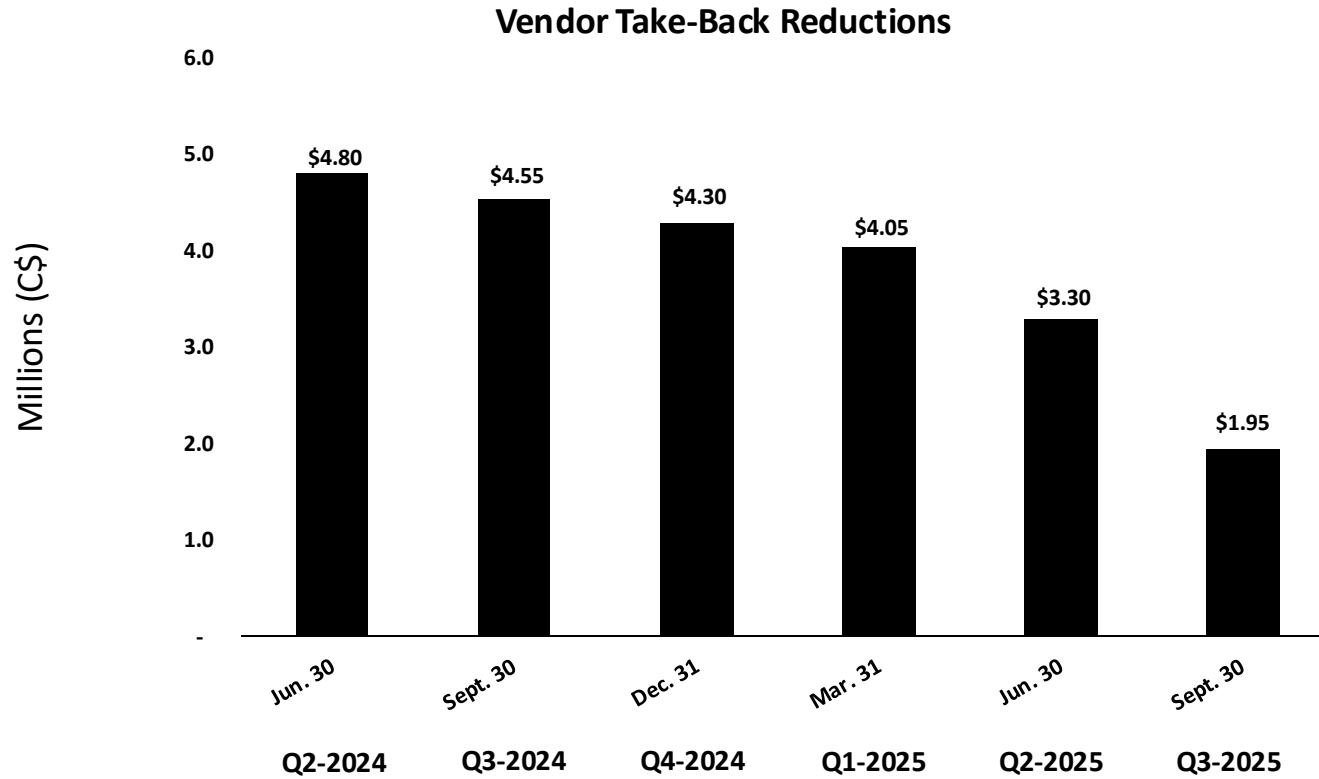
## Consistent annual revenue growth and improving Adj. EBITDA



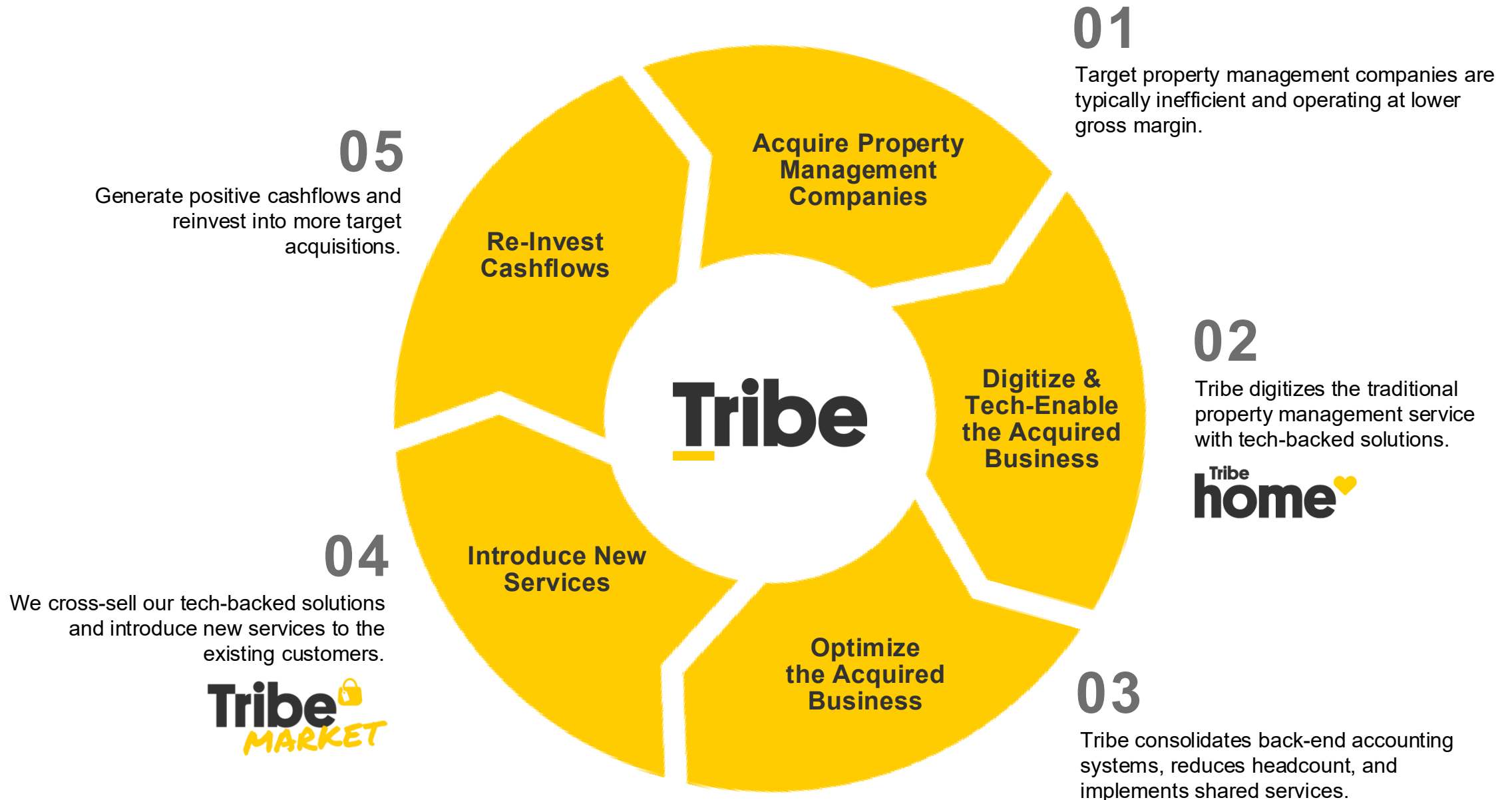
**5-Year Revenue CAGR: 58%** (2020 to 2024)



**Adj. EBITDA positive in Q4-2024 and Q1-2025**



**59% Reduction since Q2-2024**



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

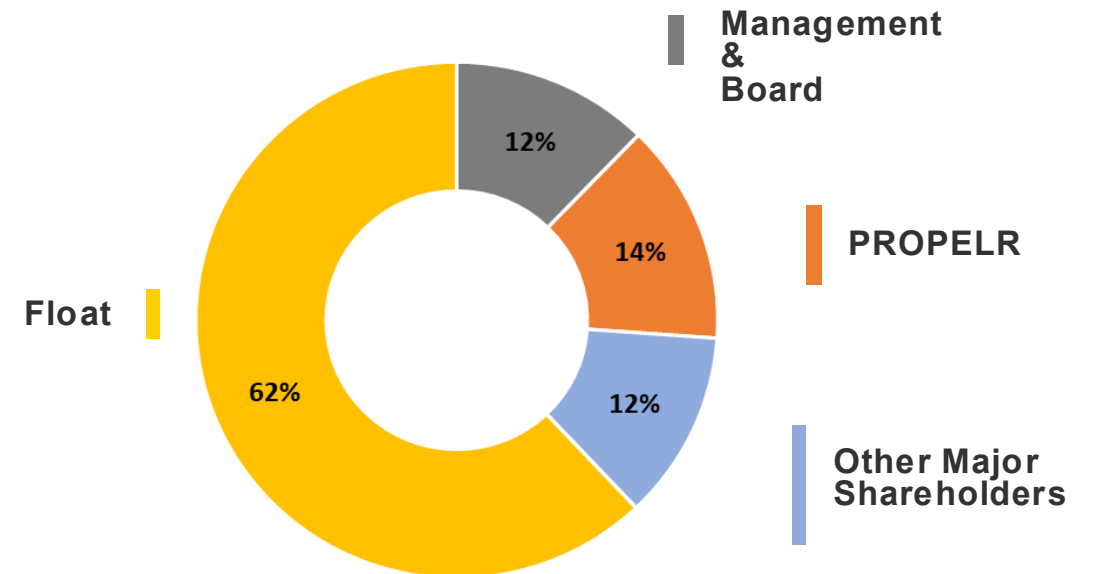
## Acquisition Criteria

- ✓ *EBITDA + Multiple Accretive*
- ✓ *Expand Addressable Market (Self-Managed)*
- ✓ *Geographic Expansion*
- ✓ *Tech Expansion*
- ✓ *New Verticals*

(As of November 26, 2025)	Millions
Basic Shares Outstanding	50
Share/Broker Warrants	13.4
Options / Comp Options	1.6
<b>Fully Diluted</b>	<b>65</b>

## Top 5 Shareholders (Fully Diluted)

Name	%
PROPELR	14
Ty & Sons	6
Joseph Nakhla (Tribe CEO)	5
Scott Ullrich (Tribe CFO)	5
Peterson	3





**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 is a board member of OctoAI Technologies Corp. and Minehub Technologies Inc. He also sits on the boards of Burnaby FC (BC) and Treaty United Football Club (in Ireland). Joseph was previously on the Policy Committee for the Downtown Vancouver Business Improvement Association.



**Scott Ullrich**

CFO

As CFO, Scott is responsible for all finance, accounting, financial reporting, audit, tax and capital planning functions.

Scott previously served as Executive Vice President of Tribe, overseeing Operations and M&A. Scott is also former CEO of Gateway Property Management (now a Tribe company). With over 40 years in the industry, he brings comprehensive understanding of both operational leadership and strategic financial oversight to Tribe.



**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

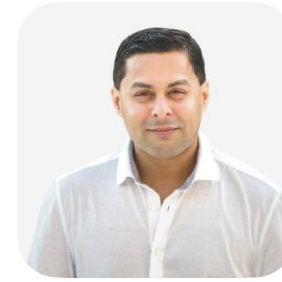
Andrew Kiguel is an accomplished executive and entrepreneur. In the last 6 years, Andrew has co-founded and provided leadership to several web3 companies including Hut 8 Mining, Tokens.com, Metaverse Group, and Hulk Labs. Prior to 2018, Andrew spent over 20 years as an investment banker raising over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

Continue profitable operations

*Goal to achieve **record revenue** in **2025** through a combination of organic and inorganic growth opportunities.*

*Strong momentum from 2025 positions the company for **continued growth** in **2026**.*

02

Increase organic growth

*Goal to achieve positive Adj. EBITDA in 2025 and cash generation from operations in 2026.*

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

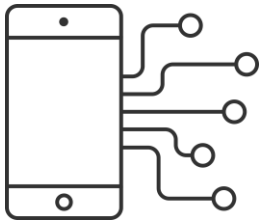
03

AI integration

*Transforming into an AI-enabled property technology platform*

*Housing shortage provides long-term favorable trend.*

01



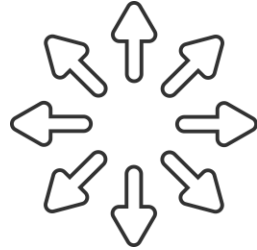
**Disrupting** outdated and rapidly-growing property management industry with **revolutionary** tech

02



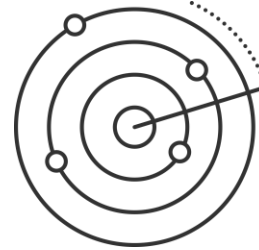
**One of** Canada's largest property managers with **rapid revenue growth**, established market penetration, and increasing **benefits from scale**

03



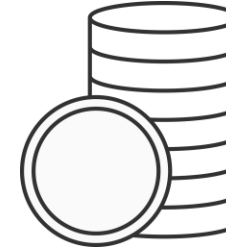
Proven aggressive **M&A strategy** set to see Tribe expand further

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](mailto:joseph.nakhla@tribetech.com)