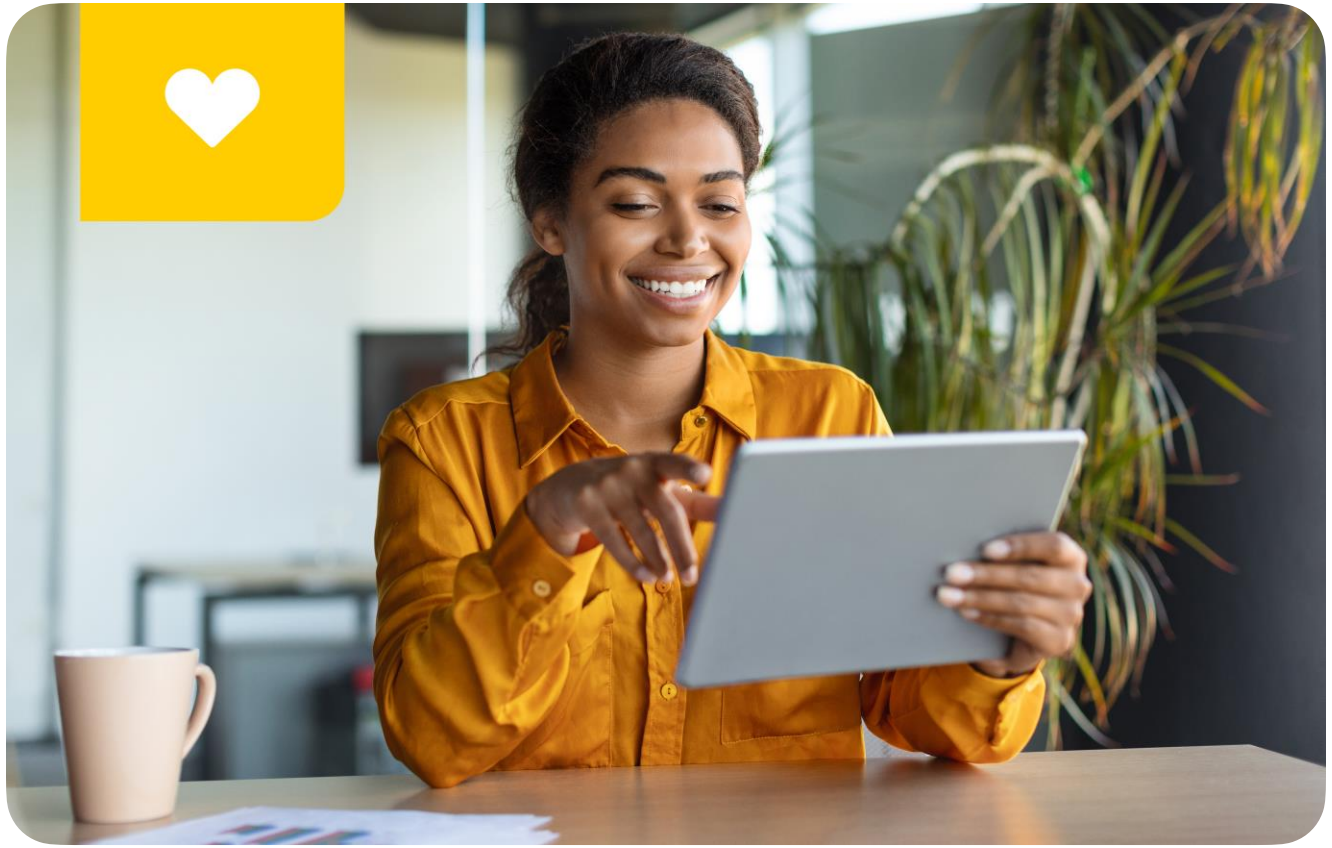
Tribe

TSXV : TRBE | OTCQB : TRPTF

Corporate Presentation



October 2026

TribeTech.com

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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 June 30, 2026 ("Q2 2026 MD&A"), which section is incorporated by reference in this presentation, for a description of the non-IFRS measures noted above. The Company's Q2 2026 MD&A may be found on SEDAR+ at www.sedarplus.ca."

Company Overview

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- ***Revolutionizing a complex and outdated industry** with cutting-edge technology, driving increased efficiency.*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**[1] 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]:	$7.5M
Q2-2026 Financials	$8.35M Revenue ($0.15M) 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 Oct. 2, 2026*

1. Ibis World PM in Canada + TrueList US PM Stats

Tribe Condo & Rental Services

Condo Management Services

*3rd 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

*2nd 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 Software and Technology

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

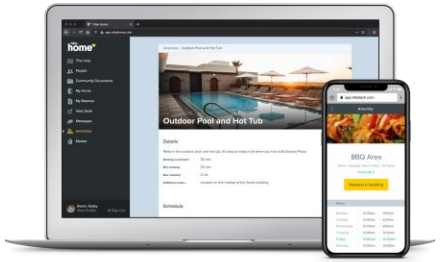
homepro

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

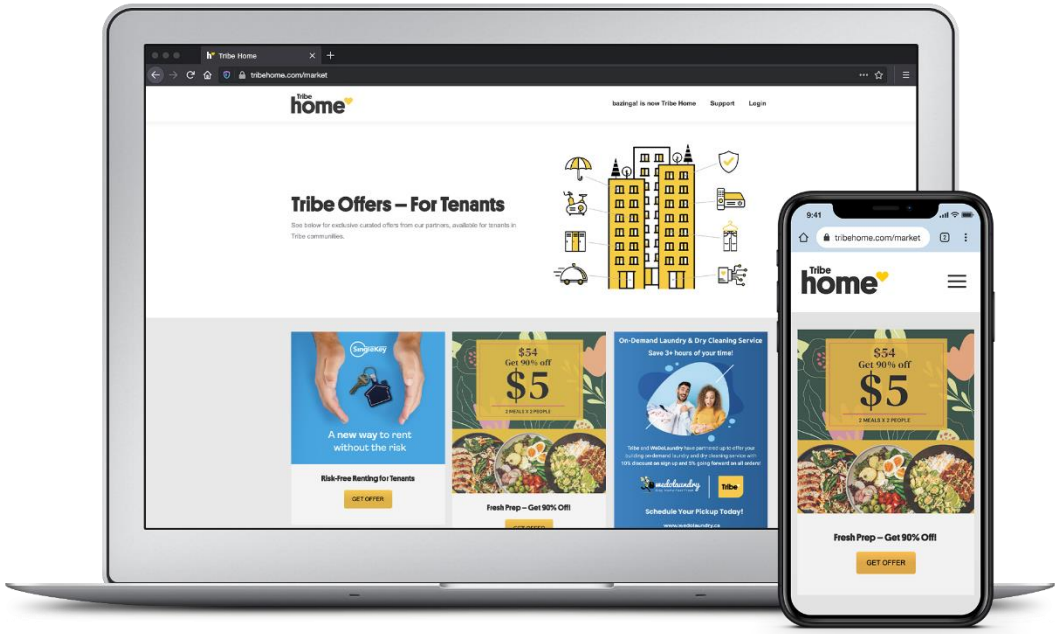
AI Enabled Solutions

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

Digital Marketplace for Owners and Residents

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.*



AI Enhanced Property Management Solutions

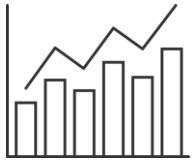
Tribe's AI Vision:

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

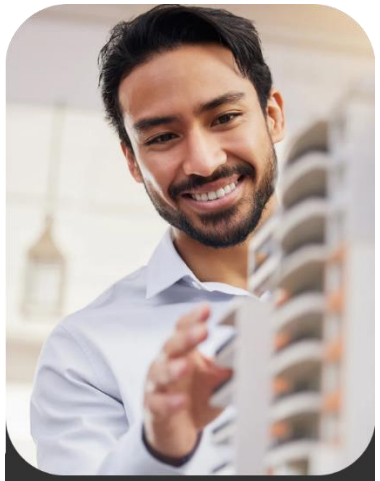
Monetization Strategies

Enhanced Customer Experience

Cost Reduction

Solutions for Everyone

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

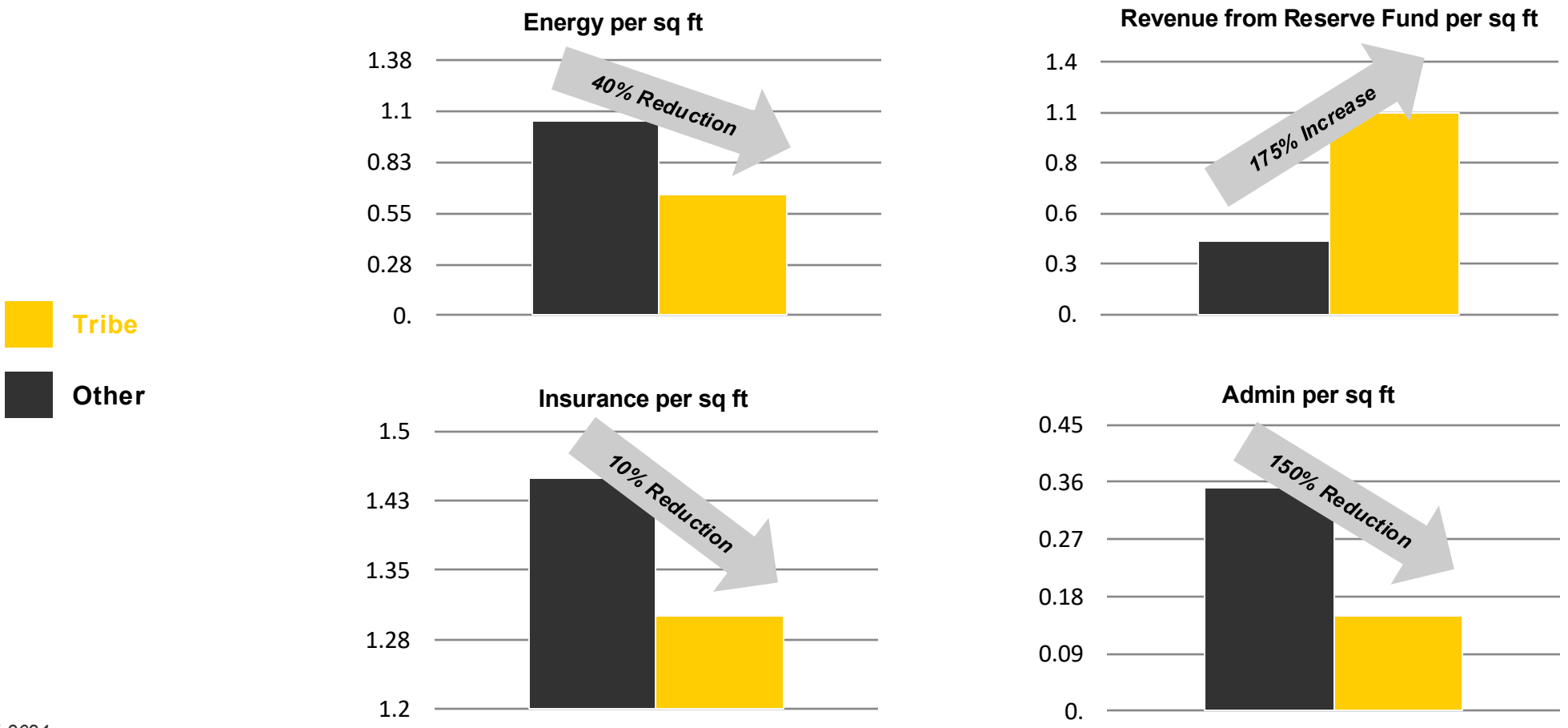
- Real-time building updates
- 24/7 access to communication
- Amenity bookings
- Account balance and payments
- Documents and forms
- Community offers and marketplace
- Customer support

Landlords

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

Why We Win

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



1) Eli Report 2024

Revenue Segmentation

Software and Service Revenue

Recurring Tech-elevated Management Services Revenue:

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

$6.9 million in Q2-2026

82.8% of total revenue

Transactional Revenue

Fees from the following types of transactions:

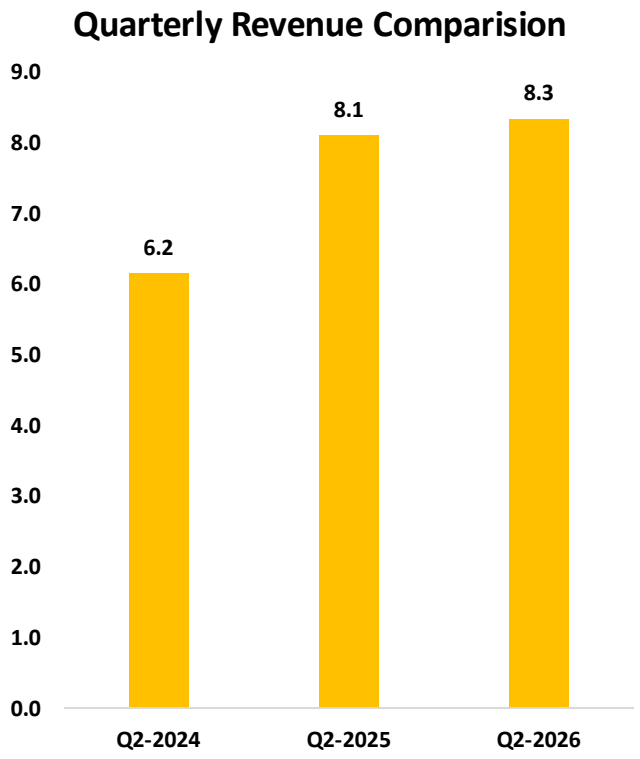
- *Software Licensing*
- *Data Reporting and Access*
- *Banking Services*
- *Rental/Lease-Up Services*
- *Special Projects*
- *30+ offers in Tribe's digital marketplace for homeowners*
- *Smart-building products such as digital parcel delivery systems*
- *Financial & insurance services*

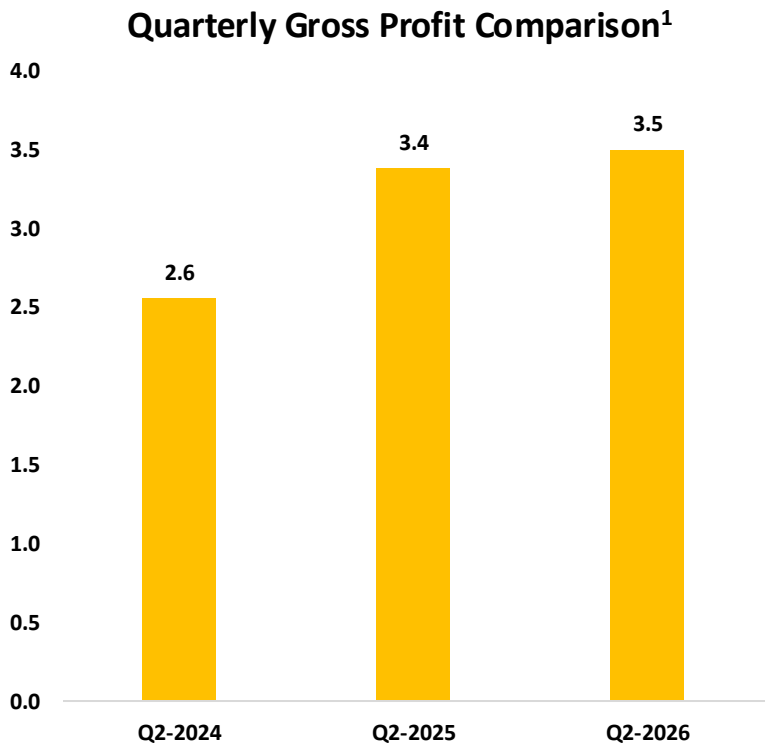
$1.4 million in Q2-2026

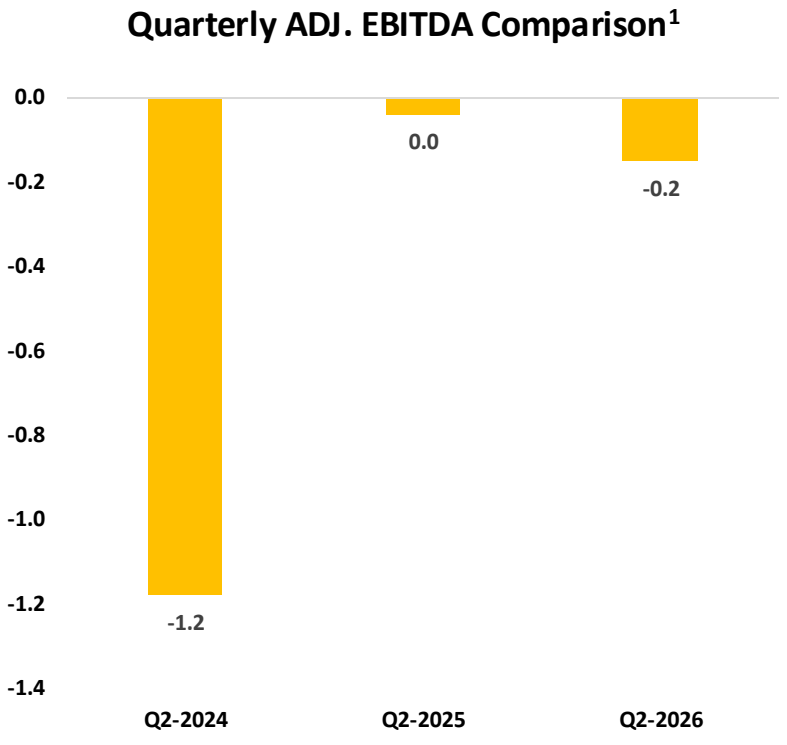
17.2% of total revenue

Financial Highlights for Q2-2026

Highest Quarterly Revenue in Last 6 Quarters



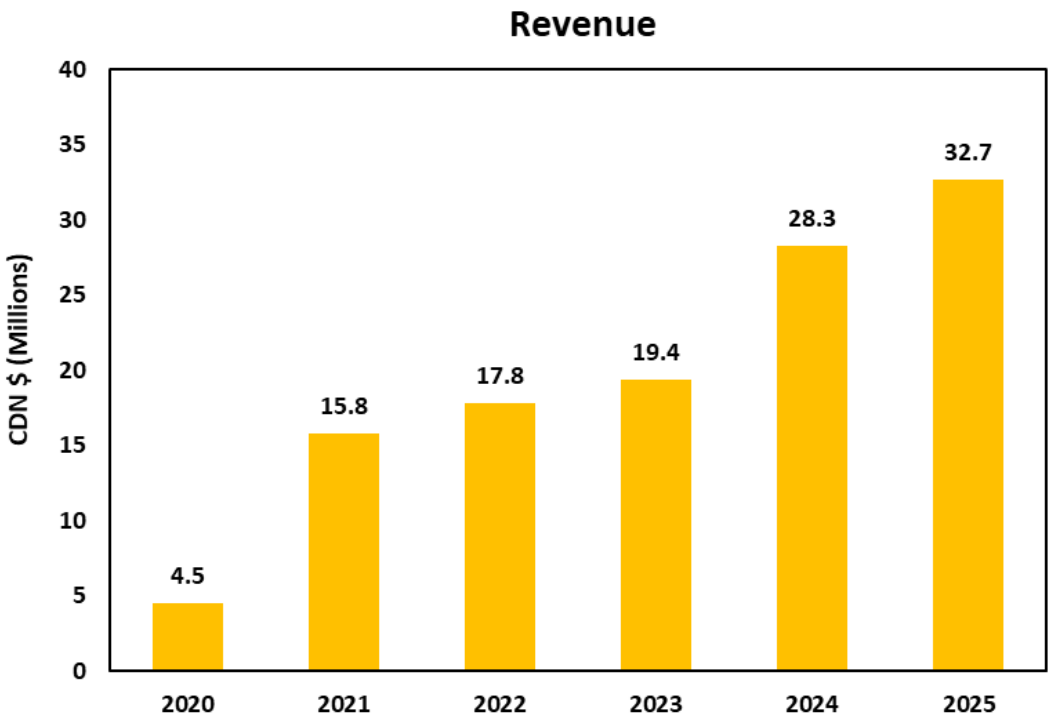


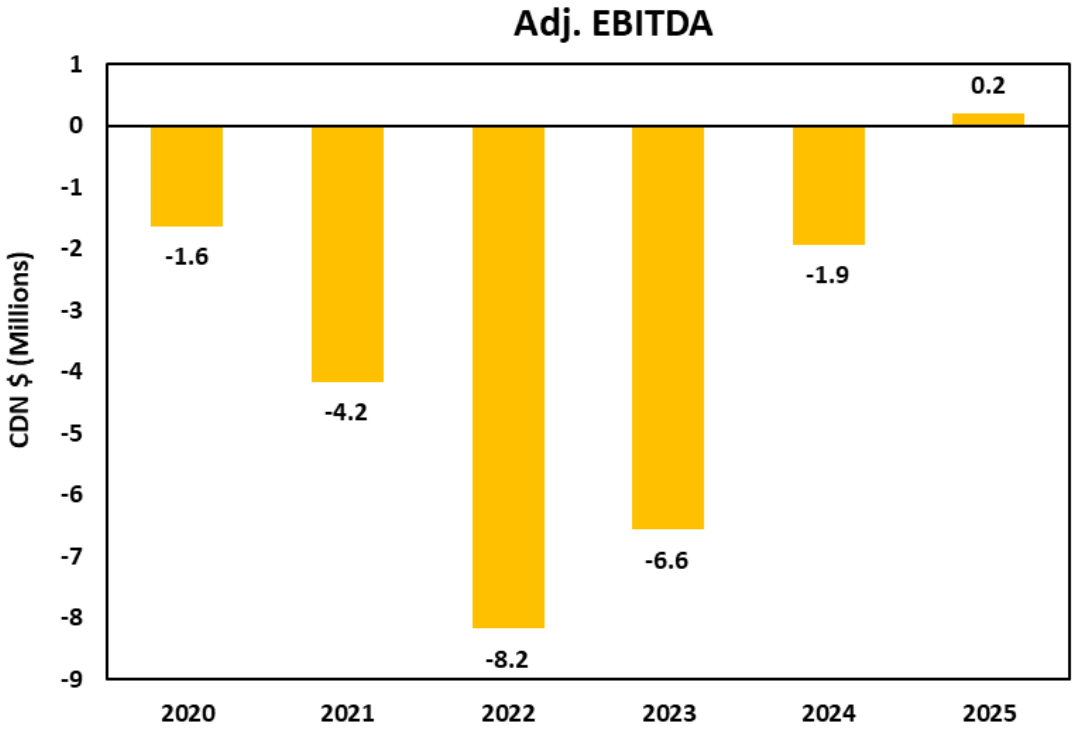


1. Refer to Non-IFRS Measures section of this presentation.

Financial Performance

Consistent annual revenue growth and improving Adj. EBITDA



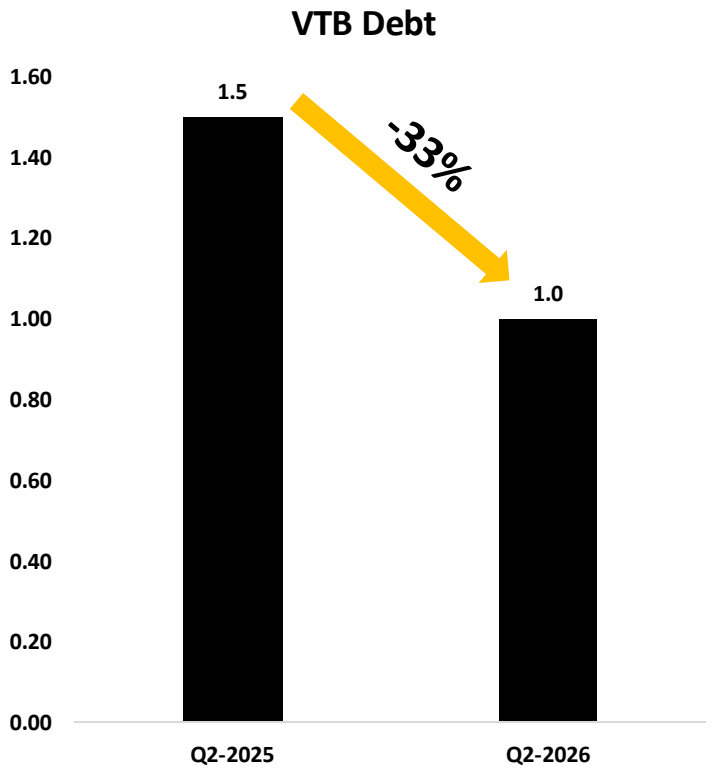


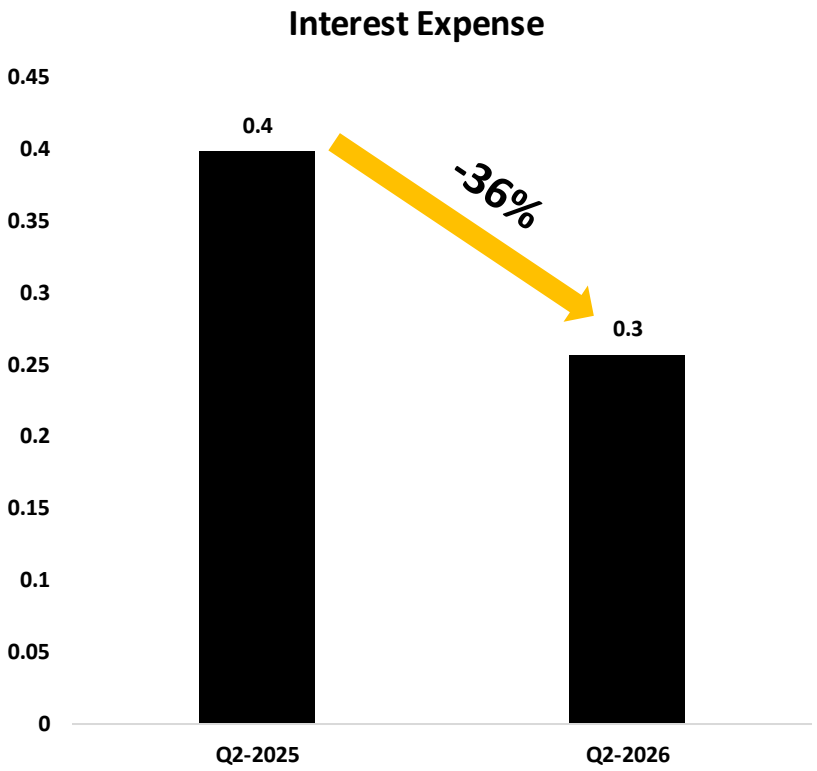
5-Year Revenue CAGR: 58% *(2020 to 2024)*

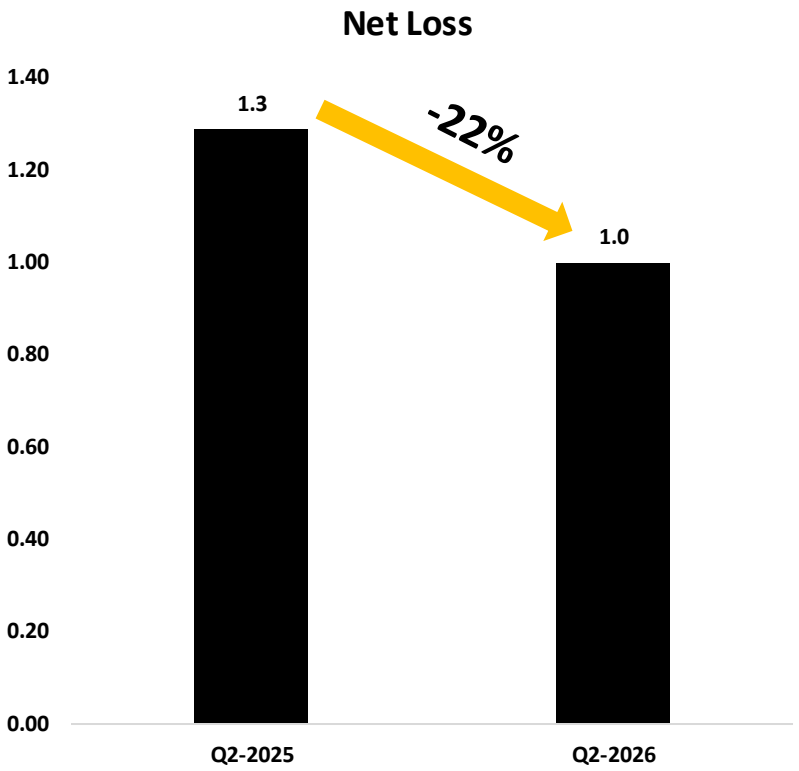
Adj. EBITDA positive in FY2025

Balance Sheet and Cash Flow Improvements

Improving balance sheet with VTB Debt and Interest expense declining







Acquisition Growth Model

01

Target property management companies are typically inefficient and operating at lower gross margin.

02

Tribe digitizes the traditional property management service with tech-backed solutions.

Tribe home

03

Tribe consolidates back-end accounting systems, reduces headcount, and implements shared services.

04

We cross-sell our tech-backed solutions and introduce new services to the existing customers.

Tribe MARKET

05

Generate positive cashflows and reinvest into more target acquisitions.

A History of Successful Acquisitions

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

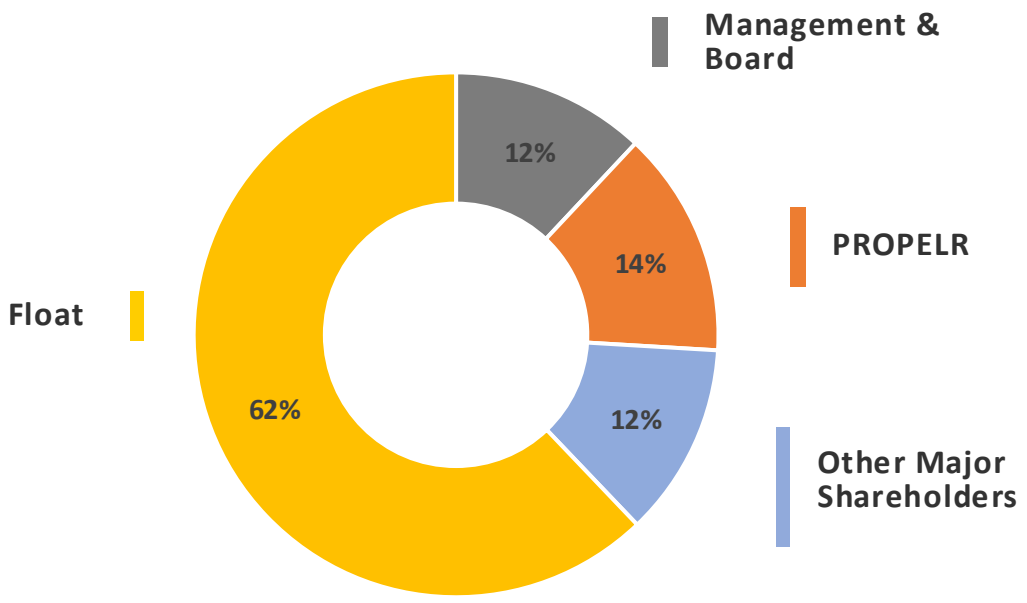
Acquisition Criteria

- ✓ *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
MERITUS Group Management Inc.
ace agencies Property Management

Capitalization Table and Ownership

(As of June 30, 2026)	Millions
Basic Shares Outstanding	50.0
Share/Broker Warrants	13.4
Options / Comp Options	1.1
Fully Diluted	64.5



Top 5 Shareholders (Fully Diluted)

Name	%
PROPELR	14
Ty & Sons	5
Scott Ullrich (Tribe CFO)	5
Joseph Nakhla (Tribe CEO)	4
Peterson	3

Our Team

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.

Jerome Samuels

COO

Jerome brings over 15 years of leadership experience to his role as Executive VP, Operations, including senior roles at Rogers Communications.
In his role, he is responsible for modernizing property management, scaling operational systems, and driving performance, transparency, and service excellence across 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.

Our Board

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.

Growth Continuing in Second Half of 2026

01 **Continue profitable operations**

Focus on operational efficiency to drive **gross margin expansion** and positive **Adjusted EBITDA**.

Grow **recurring revenue** by adding new communities and expanding Tribe Home and Home Pro adoption.

02 **AI expansion**

Deploy **AI capabilities** across operations to cut costs and improve resident service.

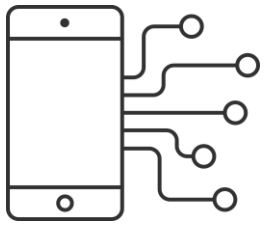
Pursue **accretive M&A** to quickly scale market share and geographic reach.

03 **Focus on organic growth**

Partner with **Canadian businesses** to add high-margin lifestyle services for residents.

Why Invest in Tribe Property Technologies

01

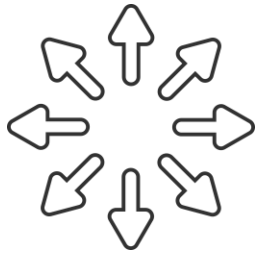


Disrupting outdated and rapidly-growing property management industry with **revolutionary** tech

02

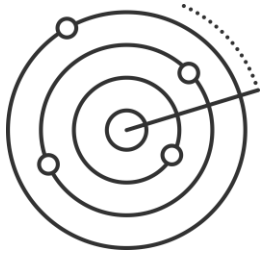
One of Canada's largest property managers with **rapid revenue growth**, established market penetration, and increasing **benefits from scale**

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

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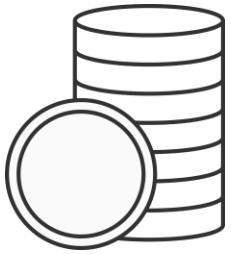

Diversified revenue streams from **end-to-end approach**, serving all community living stakeholders, with multiple growth levers including **ARPU expansion**

06

Experienced, multi-disciplinary management team

Thank you.

Joseph Nakhla
CEO

joseph.nakhla@tribetech.com