**Community Living, Simplified** 

# **Investor Presentation**

50

Technology Fast 50 2022 CANADA WINNER Deloitte

Technology Fast 2022 NORTH AMERIC Deloitte.



TSXV: TRBE

OTCQB: TRPTF

Prepared as of October, 2023 TRIBETECH.COM



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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.



### **Company Overview**

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Tribe is a leading provider of technology-enabled property management solutions, offering both a property management platform as well as services for building and managing residential communities.



**Disrupting a Growth Industry** 



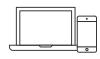
**Strong Financial Performance** 



**Proven Acquisition Track Record** 



**Experienced Management Team** 



**Leading Digital Platform** 

#### **Head Office:**

Vancouver, BC

#### Founded:

2011

#### CEO:

Joseph Nakhla

#### Market Cap:

\$20M

#### 2023 (est):

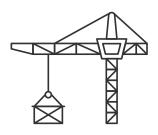
\$20.1M Revenue\*

\*Estimate based on analyst consensus



## We're Digitizing a Traditional Industry

# As a leading provider of technology-backed property management solutions, Tribe makes it easy to Build, Manage, and Live in residential communities.



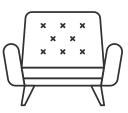
**Build** 

Pre- and post-construction tools for real estate developers track project deficiencies, digitize building data and owners' manuals, and facilitate the handover of a completed community to owners and property managers.



Manage

Tech-backed property
management services that
drive operational efficiencies
and streamline service delivery,
supporting Managers,
Councils and Boards.



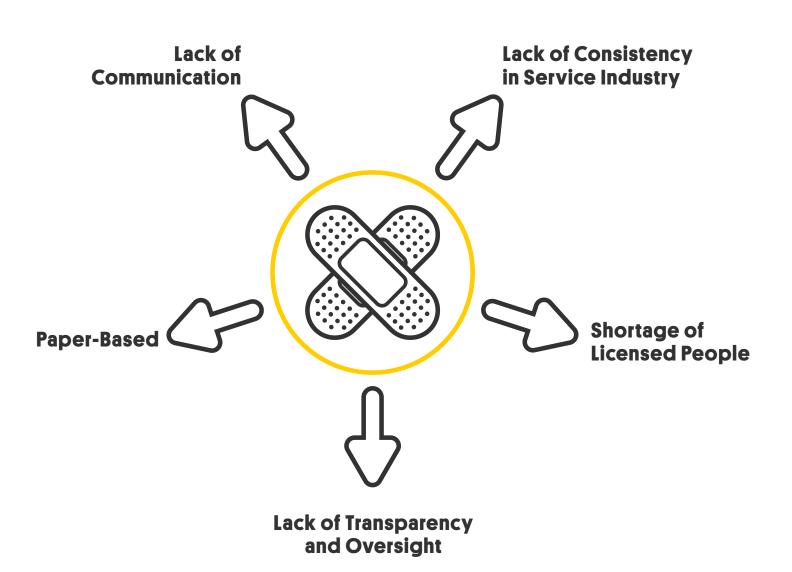
Live



Tools and services that support daily living needs, such as improved communication, bookable building amenities and a digital marketplace for homeowners and residents.

Communities are becoming more complex and inter-connected than ever before.

Lack of digitization in the Property management industry.





#### **Service and Tech for All Communities**





#### **Tribe Clients & Benefits**

#### **Stratas & HOAs**

Council Voting Tool
Building Health
Reports
Important Records

Communication Records

and Documents

#### Building Developers

Tools to Track All Deficiencies

Access to Building Data

Digital Owners'
Manuals

#### **Owners**

Easy Payments
Exclusive Community
Offers

Bookable Amenities & Help Desk

> Trackable Communication

#### Landlords

Communication Tools

Online Payment Processing

Access to Records
Online Payments

Online Payments
Improved Workflows

#### Property Managers

More Efficient Processes and Tools

Ability to Focus on Service

Improved Industry Reputation



## **The Opportunity**



**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



\$110B

Property Management Services Market (Condo & Rental)

\$2.9B

**Property Management Software Market Worth** 

358,000
Managed Communities (HOAs, Condos)



95M

Residents living in community associations (HOAs/Condos)

\$5.5T

Global e-commerce market in 2023



#### **Our Solutions**

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### One-stop-shop for Building, Managing and Living in Multi-Family Communities



We're simplifying the complexities around residential community living with tech-enabled solutions like nothing else in the market.



#### **Tribe Clients**

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# Buildings (Strata & Condo Corps)



Aqua



Grosvenor - Ambleside



**Premiere** 



Landis



Shangri-La



Woodwards

### Real Estate Developers

























# REITS & Real Estate Investors









## Partnerships for Residents & Condo Boards

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Tribe connects clients with curated partnerships that harness the purchasing power of the community. With over 30 active partners, Tribe clients can find services from insurance to trades people to food delivery.

#### Insurance

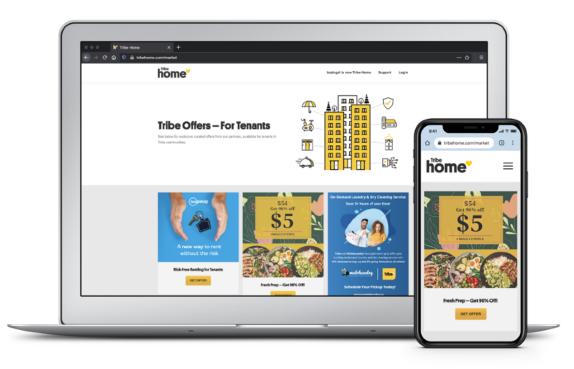
**60**% of Canadian condos are under-insured **47**% Tribe conversion rate

### **Electric Vehicles**

Electric car sales have **tripled** in three years **14**% of vehicles sold in 2022 were electric

#### Telecom

25% off internet, cable, and phone bundles





### **Tribe Drives Revenue 3 Ways...**





### **Recurring Revenue**

MRR from Software Licensing & Management Services fees for:

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



### Transactional Revenue

One-off fees from the following types of transactions:

- Data Reporting and Access
- Banking Services
- Rental/Lease-Up Services
- Special Projects



### Partnerships Revenue

#### Partnership Revenue includes:

- 30+ offers in Tribe's digital marketplace for homeowners
- Smart-building product installations such as digital parcel delivery systems
- Financial & insurance services

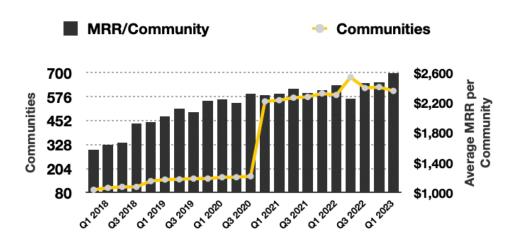
#### A Case Study

### **Traditional Property Management:**

\$20/Home + \$2 Ops Transactions

**30-35%** Gross Margin **10-15%** Churn

#### Average MRR per Community (1)



(1)Not normalized for acquired contracts.

### **Tribe-Digitized Property Management\*:**

\$34/Home and \$6 Ops Transactions and Digital Partnership Revenue

**41**% Gross Margin\* **5**% Churn\*

\$34	Revenue Per Home
\$6	Ops Transactions
\$1.1**	Insurance Sales**
\$2.25**	Sub-Metering**
\$2**	Grocery Delivery**
\$1.50**	Telecomm**
++	Other**
\$45++	Potential Total

<sup>\*\*</sup> Examples of Digital Partnerships Program Revenue



## **Our Growth Strategy...**

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# Organic Growth

Tribe has a pipeline of more than \$5 million ARR in organic management services revenue through 2024 -2025 and a \$1.2 million pipeline for software licensing through 2024.



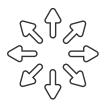
# Mergers and Acquisitions

Tribe is positioned to execute on an aggressive M&A opportunity of Property Management and Prop-Tech companies in North America, with 12 successful acquisitions under our belt.



# **Expanding Our Revenue Streams**

Tribe is adding partners and providing additional services for all stakeholders.



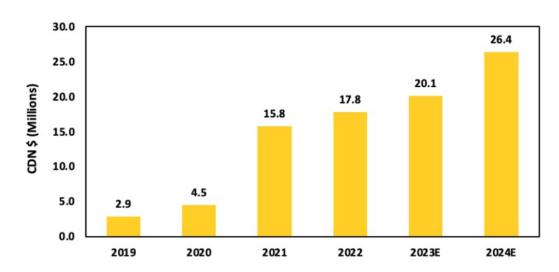
# Increasing Our Scale

With a national footprint
Tribe is powering growth
through increasing scale
and expanding into new
geographic regions
while achieving cost
optimization with
the company's shared
services infrastructure.



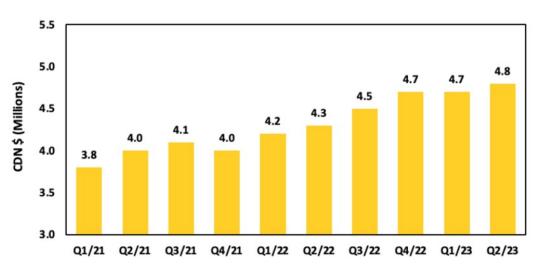
## **Revenue Analysis**

### **Annual Revenue**



2023E & 2024E are estimates based on Laurentian Bank, Stifel GMP, and Eight Capital analyst projections.

## **Quarterly Revenue**





## Financial Highlights for Q2 - 2023

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IOAV.IRDE	OICOD: IRFIF

	Q2-2023	Q2-2022
Revenue	\$4.82 million	\$4.33 million
Gross Profit	\$1.96 million	\$1.70 million
Gross Margin%	40.6%	39.2%
Adjusted EBITDA	(\$2.21 million)	(\$2.43 million)

- Despite inflation, interest rates, and new construction trends, Tribe continues to see no signs of business downturn.
- Expected to close Meritus Group acquisition in Q4-2023.
- Extremely healthy pipeline with record proposals sent by both Software and Management Services sales teams.
- Executing on cost saving strategies in Q2 which should result in improved gross margins and EBITDA in the back half of 2023.
- Actively negotiating with multiple parties on M&A opportunities.



## **A History of Successful Acquisitions**

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Tribe is positioned to execute on an aggressive M&A opportunity of Property Management and Prop-Tech companies in North America.

### **Acquisition Criteria**

- √ EBITDA + Multiple Accretive
- ✓ Expand Addressable Market (self-managed)
- √ Geographic Expansion
- √ Tech Expansion
- √ New Verticals























## **Our Footprint**

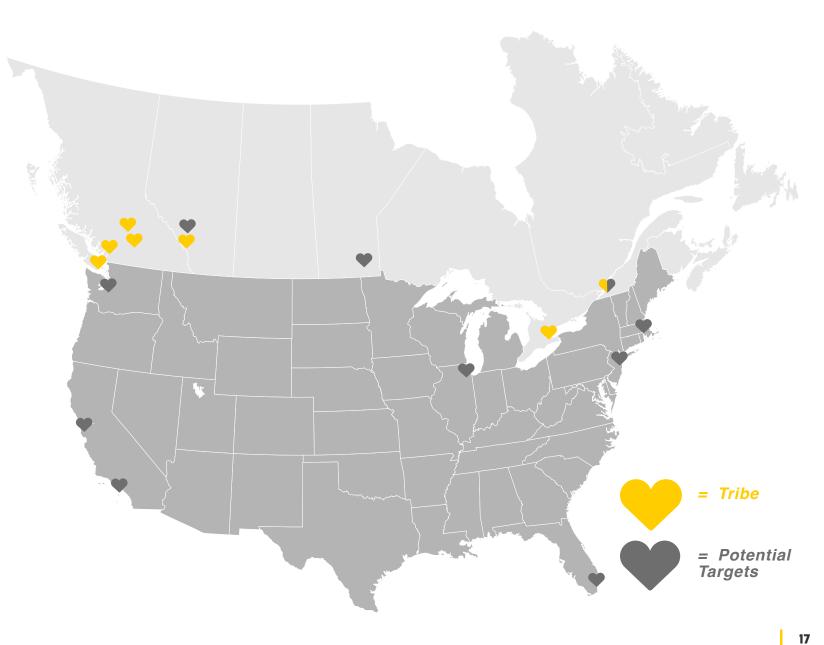
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# **Canadian Footprint**

- Top 10 Condo Management Company Nationally\*
- Top 10 Rental Management Company Nationally\*
- · One of the largest Residential Rental Managers in BC
- Developer Relationships across the Country
- Big Institutional Footprint
- · Primary Targets: Toronto, Montreal
- · Secondary Targets: Edmonton, Winnipeg

# **US Target Markets**

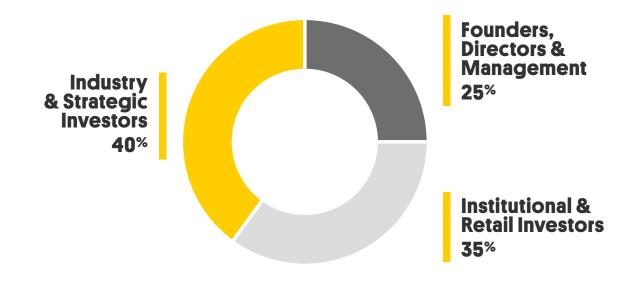
- Seattle
- Los Angeles
- · San Francisco
- Boston
- Chicago
- New York
- Miami





# **Capitalization Table & Ownership**

	millions#
Basic Shares Outstanding	21.21
Share Warrants (@ \$5.10)	5.25
Options / Comp Options	1.00
Broker Warrants	0.30
Fully Diluted	27.76*



#### **Top 5 Shareholders**

Name	%
AIG	21.2
TY & Sons	14.8
PROPELR	12.5
Joseph Nakhla (Tribe CEO)	10.1
Peterson	7.4

#### **Analyst Coverage**

Firm	Analyst
Eight Capital	Kiran Sridharan
Laurentian Bank Securities	Frederic Blondeau
Stifel GMP	Suthan Sukumar

#### **Our Team**

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Joseph Nakhla

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 OctoAl Technologies
Corp. and Minehub Technologies
Inc.



**Angelo Bartolini** CFO

Angelo is an accomplished executive leader with over 12 years of experience in a public company setting where he recently led as CFO of Altus Group. During his tenure at Altus Group, Angelo helped drive transformative growth and significant shareholder value. He also has extensive experience from his senior financial roles with the Canadian division of The Home Depot and Canadian Tire Corporation.



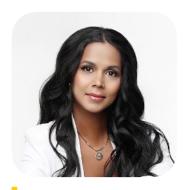
Dan Feeny

Dan brings over 20 years of technical and management experience to his role integrating operations, service delivery and technology at Tribe. Dan has helped develop the Canada Arm 2 for the International Space Station and expanded the product set of a leading SaaS restaurant transaction data management company.



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.



Shobana Williams
VP Investor Relations

Shobana brings over 15 years of experience in investor relations with a unique blend of capital markets, corporate communications, investor relations and marketing.

Shobana has worked with both private and public companies, including ones that grew from small to large cap, listed on the TSX to NYSE.



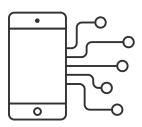
Jennifer brings over 20 years of global experience to her role as VP Marketing & Communications. In her role, Jennifer protects and strengthens Tribe's corporate reputation by guiding external and internal communications, strategic marketing, public relations and branding. She majored in Communications at Simon Fraser University.



## Why Invest in Tribe Property Technologies Inc.

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01



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

02

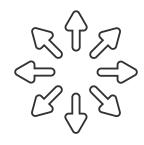


Multiple revenue streams thanks to end-to-end approach servicing all community living stakeholders 03



Market
penetration
already underway,
with rapid revenue
growth established
and leading market
position achieved

04



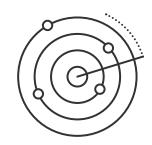
Proven aggressive

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

05



Strong cash balance and experienced, multi-disciplinary management team 06



News catalysts set to put company on the radar of mainstream investors



# Thank you.

Joseph Nakhla CEO

604.343.2601 joseph.nakhla@tribetech.com Angelo Bartolini CFO

604.398.4161 x.7715 angelo.bartolini@tribetech.com

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# **Appendix**



#### **Our Board**

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Mike Willis

Tribe Board Chair + Audit
Committee Chair,

**CFO Group14 Technologies** 

Mike is the CFO of Group14
Technologies, a manufacturer of nanomaterials to enable low-cost, high-performance lithium-silicon batteries. Previously, Mike was the CFO of Westport Fuel Systems Inc., a TSX and Nasdaq-listed manufacturer of alternative fuel systems, and CFO of Gevo Inc, a Nasdaq-listed industrial biotechnology company.



Charmaine Crooks

Tribe Compensation Committee Chair, President and Director of NGU Consultants Inc.

Charmaine is the President and founder of NGU Consultants Inc., providing global strategic advisory and corporate development services to a variety of sectors.



Raymond Choy

Tribe Board Member, President and Board Member of Peterson Group

Raymond is the President and Board Member of Peterson Group, a real estate investment, development, and property management company.



**Andrew Kiguel** 

Tribe Governance Committee Chair, CEO Tokens.com and Co-Founder Hut8 Mining

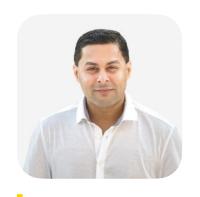
Andrew is currently the co-founder and CEO of tokens.com. Previously he was the co-founder and CEO of Hut8 Mining, a publicly listed bitcoin miner.



Joseph Nakhla

**CEO** and Director

Joseph founded Tribe in 2011 and has been overseeing its operations and expansion since. Prior to this, he was the Chief Operating Officer of TIO Networks, a former TSX listed company that was acquired by Paypal.



Sanjiv Samant

Tribe Board Member,
Managing Partner, PROPELR
Growth

Sanjiv established PROPELR Growth (formerly Round13 Growth) in 2020, as a Founder and Managing Partner. He has spent 20+ years in the tech & 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.