

# Investor Fact Sheet

Zoned Properties, Inc. (OTCQX: ZDPY)



## Company Overview

Zoned Properties is poised to become the recognized industry leader in the strategic development of real estate zoned for medical marijuana cultivation and sale. By working with municipalities and city planners, the Company has been successful in rezoning targeted properties to position them for sale and cultivation of licensed medical marijuana, significantly improving the cash flow and property value. In a rapidly evolving and fast-growing industry, real estate is often the primary challenge for entrepreneurs in the licensed medical marijuana industry, and Zoned Properties has an expanding portfolio of zoned assets, and provides consulting expertise for businesses seeking to establish a presence in this market.

## Select Financials and Facts

<b>OTCQX Ticker:</b>	<b>ZDPY</b>
<b>Closing Price at 2/28/18:</b>	<b>\$0.81</b>
<b>52-Week Range:</b>	<b>\$0.50-\$1.80</b>
<b>Diluted Shares O/S:</b>	<b>17.9 M</b>
<b>Est. Public Float:</b>	<b>8.8 M</b>
<b>Market Cap (2/28/18):</b>	<b>\$14.5 M</b>
<b>Enterprise Value (2/28/18):</b>	<b>\$15.7 M</b>
<b>FY17 Revenue:</b>	<b>\$2.1 M</b>
<b>Cash (12/31/17):</b>	<b>\$0.8M</b>
<b>Cash/Basic Share (12/31/17):</b>	<b>\$0.05</b>
<b>Fiscal Year-end:</b>	<b>12/31</b>

## Investment Highlights

- Strategic real estate development firm with property ownership and leasing focused on premium rental rates and triple-net (NNN), investment-grade leases. Lease terms of 10-20 years including personal guarantee
- Positioned to benefit from growth in the licensed medical marijuana sector
- Solid balance sheet with \$10.1M in assets and \$2.2M in liabilities at December 31, 2017
- Delivering positive cash flow and quarterly net income
- Tight capital structure with 17.3 million shares outstanding, no warrants and 1.25M options issued and outstanding

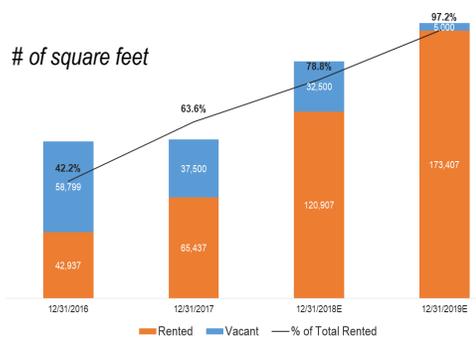
## Market Opportunity

- Strategic development advisory services for clients with development projects in emerging industries, including the licensed medical marijuana industry.
  - Significantly higher rental income vs. more traditional properties
  - Attractive lease cap rates that far exceed typical rates earned on non-marijuana property
  - Typical "high" rent is \$7-\$8 / sq. ft.
  - Zoned averages \$32-\$40 / sq. ft. for medical marijuana properties
  - Rental rates similar to jewelry store properties
  - Increased support for legalization of marijuana are driving additional growth opportunities to serve in an emerging industry

## Balance Sheet Highlights

\$ in millions	12/31/17	12/31/16
Cash & cash equivalents	\$0.8	\$0.4
Rental properties, at cost	\$7.2	\$6.9
Debt	\$2.0	\$3.1
Stockholders' equity	\$7.8	\$6.2

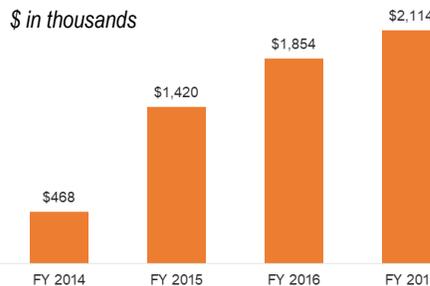
## Summary of Rental Properties



Excludes Tempe property sold on March 15, 2017

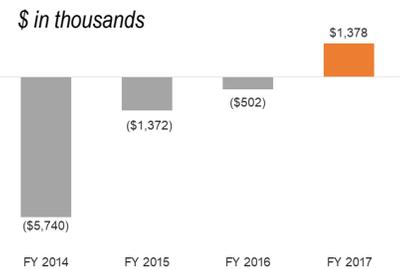
## Revenue

Strategic property development driving top-line growth



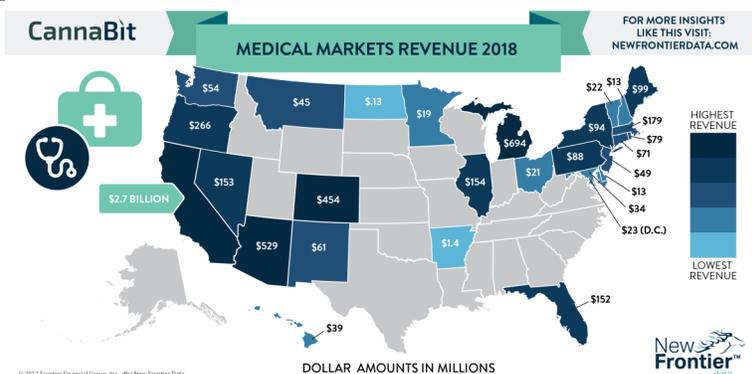
## Net Income

Delivering positive cash flow and quarterly net income



2017 net income includes one-time net gain from the sale of property of \$832,000

## Market Overview



## Property Development

**Property IDENTIFICATION**

Our growth strategy focuses on identifying development opportunities from which we can repurpose or redevelop properties to create higher than average investment returns.

**Property DEVELOPMENT**

Our development team utilized the Triple-Set (SSS) development model, focusing on sophisticated, safe and sustainable development principles in order to maximize property value.

**Property LEASING**

Our strategy for property leasing includes investment-grade, triple-net (NNN) leasing, often including personal guarantees to mitigate risk and create long-term, secured revenue.

Improving acquired properties to create long-term secured revenue and higher than average investment returns

Source: [Newfrontierdata.com](http://Newfrontierdata.com)



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## Current Property Portfolio

### Cultivation Properties



CHINO VALLEY, ARIZONA



TEMPE, ARIZONA



PARACHUTE, COLORADO

### Dispensary Properties



KINGMAN, ARIZONA



GREEN VALLEY, ARIZONA



GILBERT, ARIZONA

### Offerings

- Property Identification**  
 Our growth strategy focuses on identifying development opportunities from which we can repurpose or redevelop properties to create higher than average investment returns.
- Property Development**  
 Our development team utilized the Triple-Set (SSS) development model, focusing on sophisticated, safe and sustainable development principles to maximize property value.
- Property Leasing**  
 Our strategy for property leasing includes investment-grade, triple-net (NNN) leasing, often including personal guarantees to mitigate risk and create long-term, secured revenue.

### Advisory Services

- Project Assessment**  
 Strategic Development Advisory Services provide clients with comprehensive due diligence and an organizational assessment for each property under development.
- Master Planning**  
 Strategic Development Advisory Services provide property owners with assistance on Master Planning, Architectural Design, and Construction Management.
- Local Municipalities**  
 Strategic Development Advisory Services provide local municipalities and communities with guidance on rules and regulations for zoning and permitting.

## Industry Leadership

Influencing the industry through council leadership

**VISTAGE**



## Executive Leadership

### Bryan McLaren, Chief Executive Officer

Mr. McLaren is the Chairman and Chief Executive Officer of Zoned Properties, a strategic real estate development firm that identifies, develops, and leases sophisticated, safe, and sustainable properties in emerging industries. McLaren has a strong professional background in the social, economic, and environmental development of complex business organizations. For more than a decade he has successfully implemented programs and projects for corporate and community organizations. Mr. McLaren holds a Bachelors of Business Administration and Ethics Studies from the University of San Diego, a Masters of Sustainable Development from Northern Arizona University, an Executive Masters in Business Leadership from Arizona State University, and an MBA focused on Sustainable Development from Marylhurst University. Throughout his graduate education, McLaren devoted time to community development and philanthropic efforts earning a number of honors and awards including Phi Kappa Phi Honors Society Membership and the Distinguished Walton Scholarship. Mr. McLaren is also a certified Green Roof Professional and has been certified as a LEED Green Associated by the United States Green Building Council. Prior to his role at Zoned Properties, McLaren worked as a Sustainability Consultant for Waste Management where he led the strategic development and operational implementation of zero-waste programs for Higher Education clients. McLaren has worked as a Sustainability Program Manager in the Higher Education industry and has been appointed as a City Sustainability Commissioner. Sustainable development has been a life-long passion for McLaren, who strives to create a global impact by forging a strong foundation for principles of sustainability in emerging industries such as the medical marijuana industry.

### Adam Wasserman, Chief Financial Officer

Mr. Wasserman has served as our Chief Financial Officer since October 2015. He has been a majority shareholder and chief executive officer of CFO Oncall, Inc. since 1999. Through CFO Oncall, Mr. Wasserman has served as the chief financial officer and accounting consultant to a number of private and publicly-held companies and provided accounting services. From June 1991 to November 1999 Mr. Wasserman was a Senior Audit Manager at American Express Tax and Business Services, in Fort Lauderdale, Florida where his responsibilities included supervising, training and evaluating senior accounting staff members, work paper review, auditing, maintaining client relations, preparation of tax returns and financial statements. From September 1986 to May 1991, Mr. Wasserman was employed by Deloitte & Touche, LLP where his assignments included public and private company audits and Securities and Exchange Commission reporting, tax preparation and planning, management consulting, systems design, staff instruction and recruiting. Mr. Wasserman is a member of the American Institute of Certified Public Accountants. Mr. Wasserman holds a Bachelor of Science Degree in Accounting from the State University of New York at Albany.

The foregoing compilation relates to Zoned Properties, Inc. and contains forward-looking statements, which are made pursuant to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. The forward-looking statements involve risks and uncertainties that could cause actual results to differ materially from the forward-looking statements. When used in this document, the words "anticipate," "believe," "estimate," "expect," and similar expressions as they relate to Zoned Properties or its management, are intended to identify such forward-looking statements. Zoned Properties' actual results, performance or achievements could differ materially from the results expressed in, or implied by, these forward-looking statements. For more detailed information the reader is referred to Zoned Properties' Annual Report on Form 10-K for the fiscal year ended December 31, 2016 and other related documents filed with the Securities and Exchange Commission. This does not constitute an offer to buy or sell securities by the Company and is meant purely for informational purposes. Hayden IR, (HIR), its affiliates, officers, directors, subsidiaries and agents have been compensated by the Company for the creation of this document. HIR has relied upon information received from the Company, which, although believed to be reliable, cannot be guaranteed. This information is not an endorsement of the Company by HIR. HIR is not responsible for any claims made by the Company. You should independently investigate and fully understand all risks before investing.