



A brand new
EMERGING INDUSTRY

“We are building for an industry that does not yet exist.
It’s our responsibility to make sure it gets done right.”

-Bryan McLaren



Investor Presentation
May 2020 | OTCQB: ZDPY

This presentation release contains forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. Readers are cautioned not to place undue reliance on these forward-looking statements. Actual results may differ materially from those indicated by these forward-looking statements as a result of risks and uncertainties impacting the Company's business including, increased competition; the ability of the Company to expand its operations through either acquisitions or internal growth, to attract and retain qualified professionals, and to expand commercial relationships; general economic conditions; and other risks detailed from time to time in the Company's filings with the Securities and Exchange Commission.

In March 2020, the World Health Organization declared COVID-19 a global pandemic and recommended containment and mitigation measures worldwide. We are monitoring this closely, and although operations have not been materially affected by the COVID-19 outbreak to date, the ultimate duration and severity of the outbreak and its impact on the economic environment and our business is uncertain. As of May 14, 2020, all of the properties in our portfolio are open to our Significant Tenants and their customers and will remain open pursuant to state and local government requirements. At this time, we do not foresee any material changes to our operations from COVID-19. Our tenants are continuing to generate revenue at these properties and they have continued to make rental payments in full and on time and we believe the tenants' liquidity position is sufficient to cover its expected rental obligations. Accordingly, while we do not anticipate an impact on our operations, we cannot estimate the duration of the pandemic and potential impact on our business if the properties must close or if the tenants are otherwise unable or unwilling to make rental payments. In addition, a severe or prolonged economic downturn could result in a variety of risks to our business, including weakened demand for our properties and a decreased ability to raise additional capital when needed on acceptable terms, if at all. At this time, the Company is unable to estimate the impact of this event on its operations.

Our **MISSION**

To provide Real Estate & Sustainability Services for the Regulated Cannabis Industry, positioning the company for Property Acquisitions and Revenue Growth.

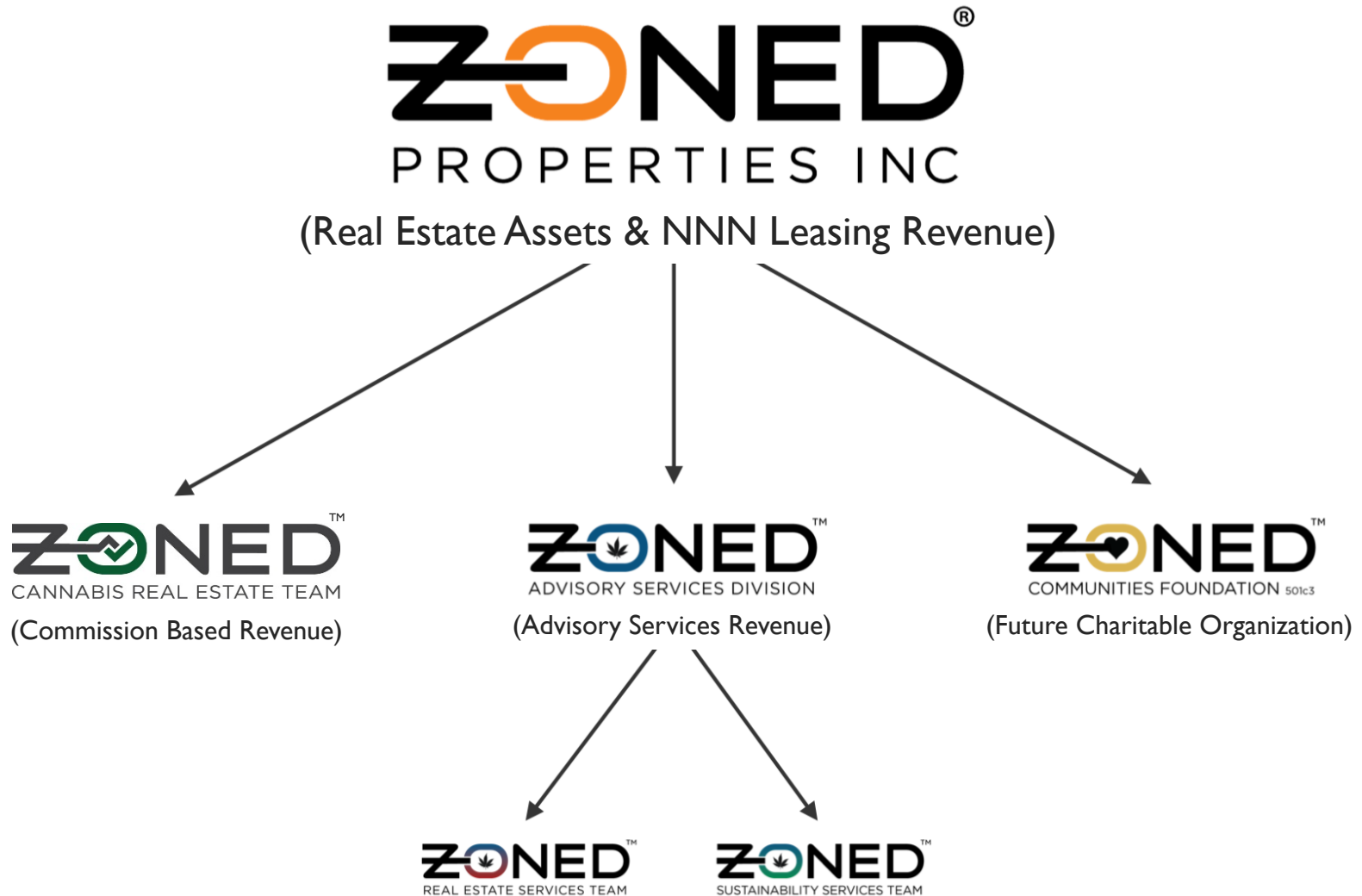
Our **VISION**

Rising Prosperity in Local Communities resulting from a strong paradigm for Sustainable Development in emerging industries, including the Regulated Cannabis Industry.

Our **VALUES**

Sophistication, Safety, Sustainability, Stewardship

COMPANY ORGANIZATION

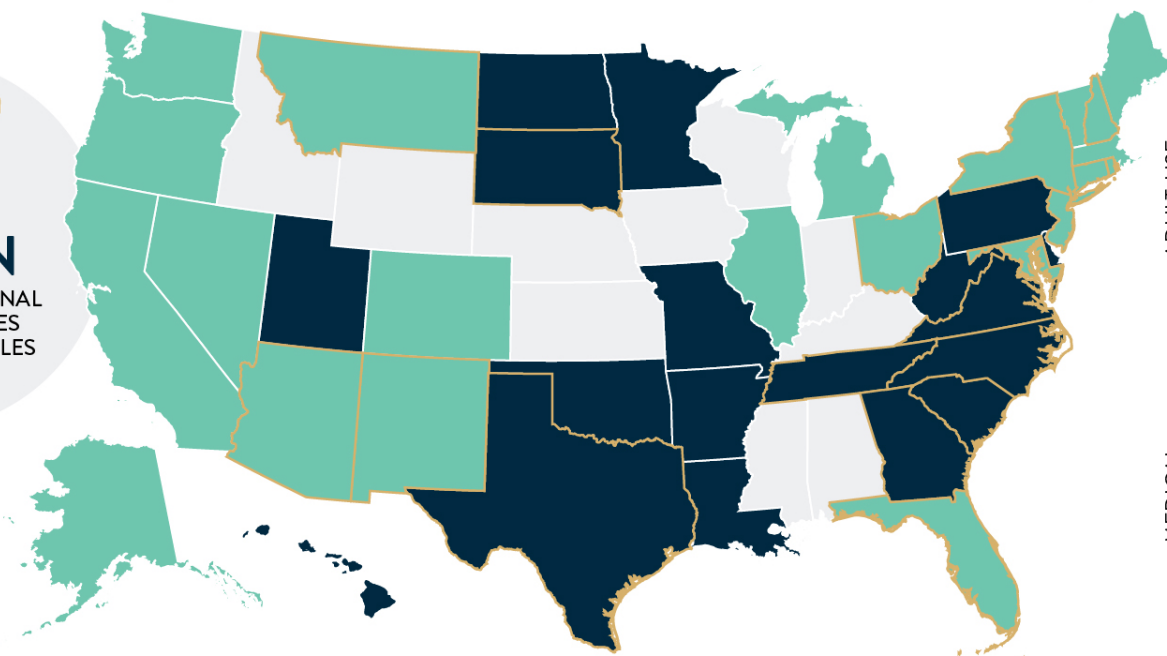
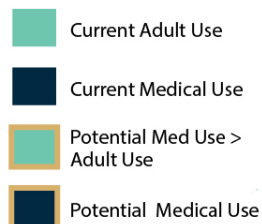


THE MARKET OPPORTUNITY

CannaBit[®]

**POTENTIAL ADDITIONAL ANNUAL REVENUES FROM
STATES CURRENTLY DEBATING NEW CANNABIS LAWS**

FOR MORE INSIGHTS
LIKE THIS, VISIT:
NEWFRONTIERDATA.COM



STATE	YEAR 4 VALUE
Arizona	\$625.8 M
Connecticut	\$460.9 M
Florida	\$2.54 B
Maryland	\$839.7 M
Montana	\$151.6 M
New Hampshire	\$224.9 M
New Jersey	\$881.7 M
New Mexico	\$232.2 M
New York	\$2.36 B
Ohio	\$1.24 B
Rhode Island	\$168.0 M
Georgia	\$250.8 M
North Carolina	\$247.4 M
South Carolina	\$123.0 M
South Dakota	\$20.7 M
Tennessee	\$158.9 M
Texas	\$713.4 M
Virginia	\$198.5 M



© 2019 New Frontier Data | Source: New FrontierData

Source: Newfrontierdata.com

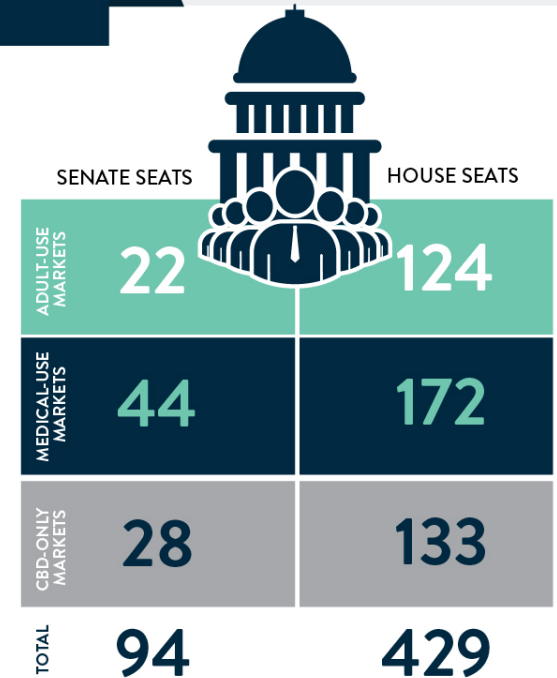
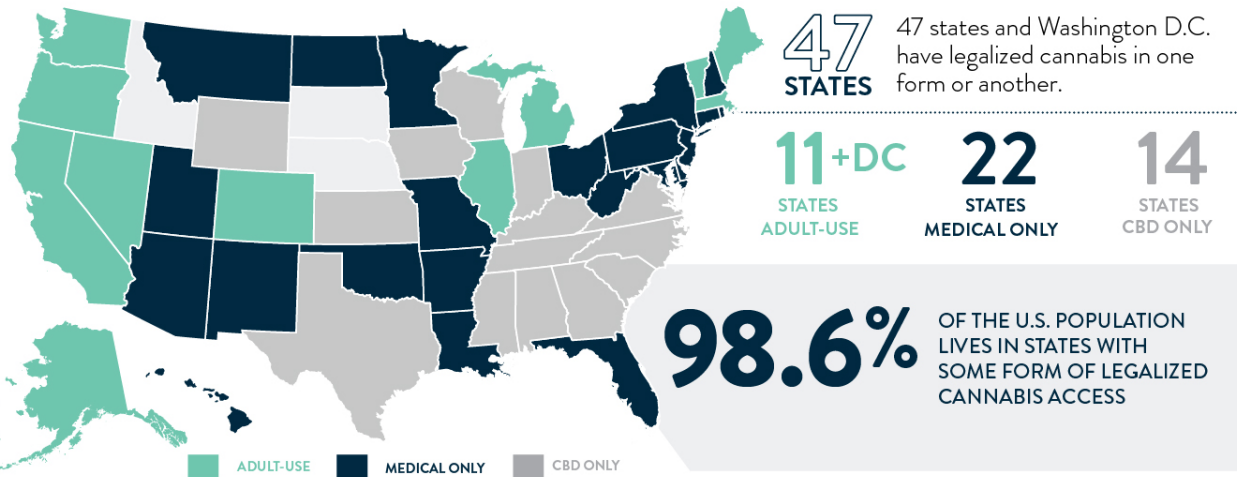
THE MARKET OPPORTUNITY

CannaBit®

THE STATE OF THE CANNABIS UNION

FOR MORE INSIGHTS
LIKE THIS, VISIT:
NEWFRONTIERDATA.COM

U.S. LEGALIZATION



New
Frontier
data

© 2019 New Frontier Data | Source: National Survey on Drug Use & Health, Substance Abuse & Mental Health Administration

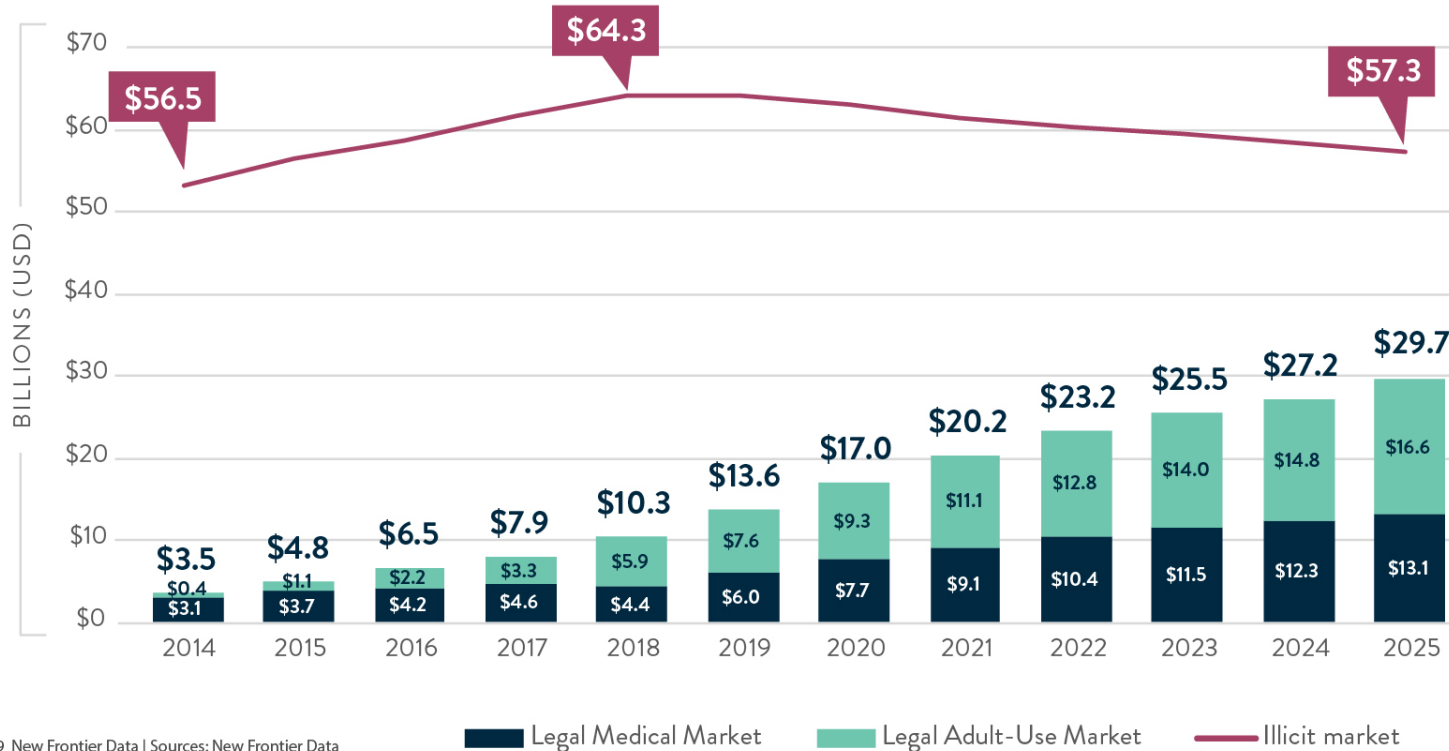
Source: Newfrontierdata.com

THE MARKET OPPORTUNITY

CannaBit®

US LEGAL CANNABIS MARKET GROWTH

FOR MORE INSIGHTS
LIKE THIS, VISIT:
NEWFRONTIERDATA.COM



31.7%
IN 2019

INCREASE IN
ANNUAL LEGAL
CANNABIS SALES

© 2019 New Frontier Data | Sources: New Frontier Data

Source: Newfrontierdata.com

How can a Real Estate Company, Fund, or Investor effectively identify properties with successful operators for acquisition targets and sale-leaseback opportunities?

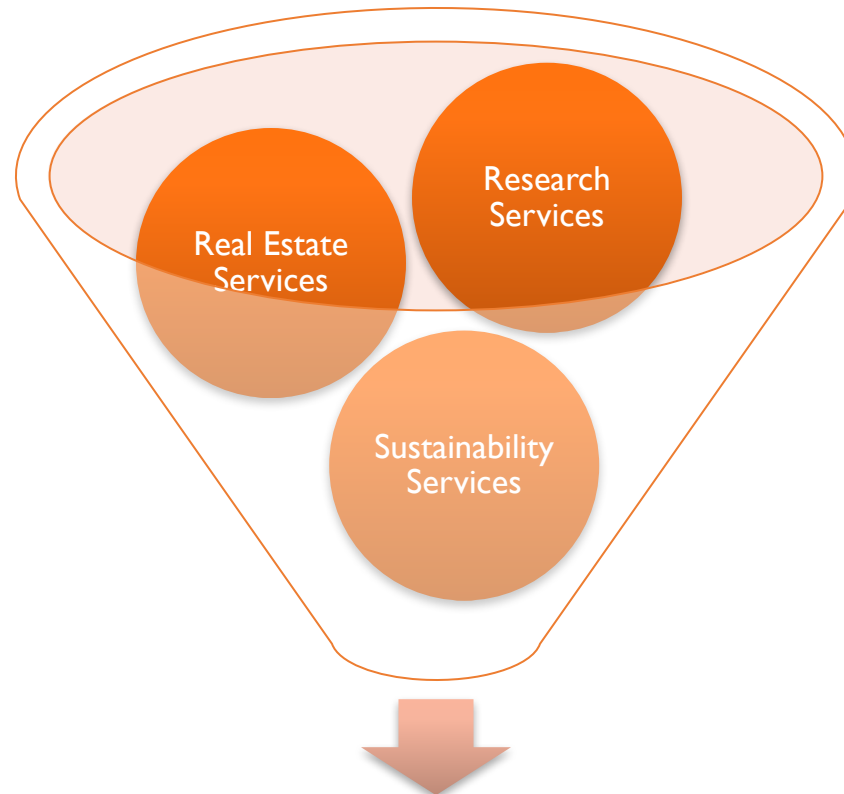


Regulated Cannabis Industry Market Challenge

*Properly predicting the risk and success of a regulated operator,
which will in turn affect the potential value of the operating property.*

OUR MARKET APPROACH

Zoned Advisory Services provides Real Estate & Sustainability Services to Regulated Cannabis Clients in order to mitigate the risks common to acquisition & growth opportunities.



Acquisition & Growth Opportunities

WE HELP CLIENTS DEVELOP CANNABIS PROJECTS

Let *us* develop your project, so *you* can develop your business.



SECURE

Your
Property



DEVELOP

Your
Project



SUSTAIN

Your
Profits

CLIENT & PARTNER TESTIMONIALS

“Our business would not exist without the strategic guidance from Zoned Properties.”

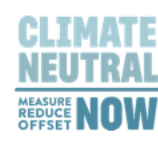
–Valera K.
Chief Compliance Officer

“Zoned Properties has been an excellent partner in this project.”

–Ruth M.
Development Services Director

“The Town of Parachute is excited to see a Zoned Properties development come to town.”

–Stuart M.
Town Manager

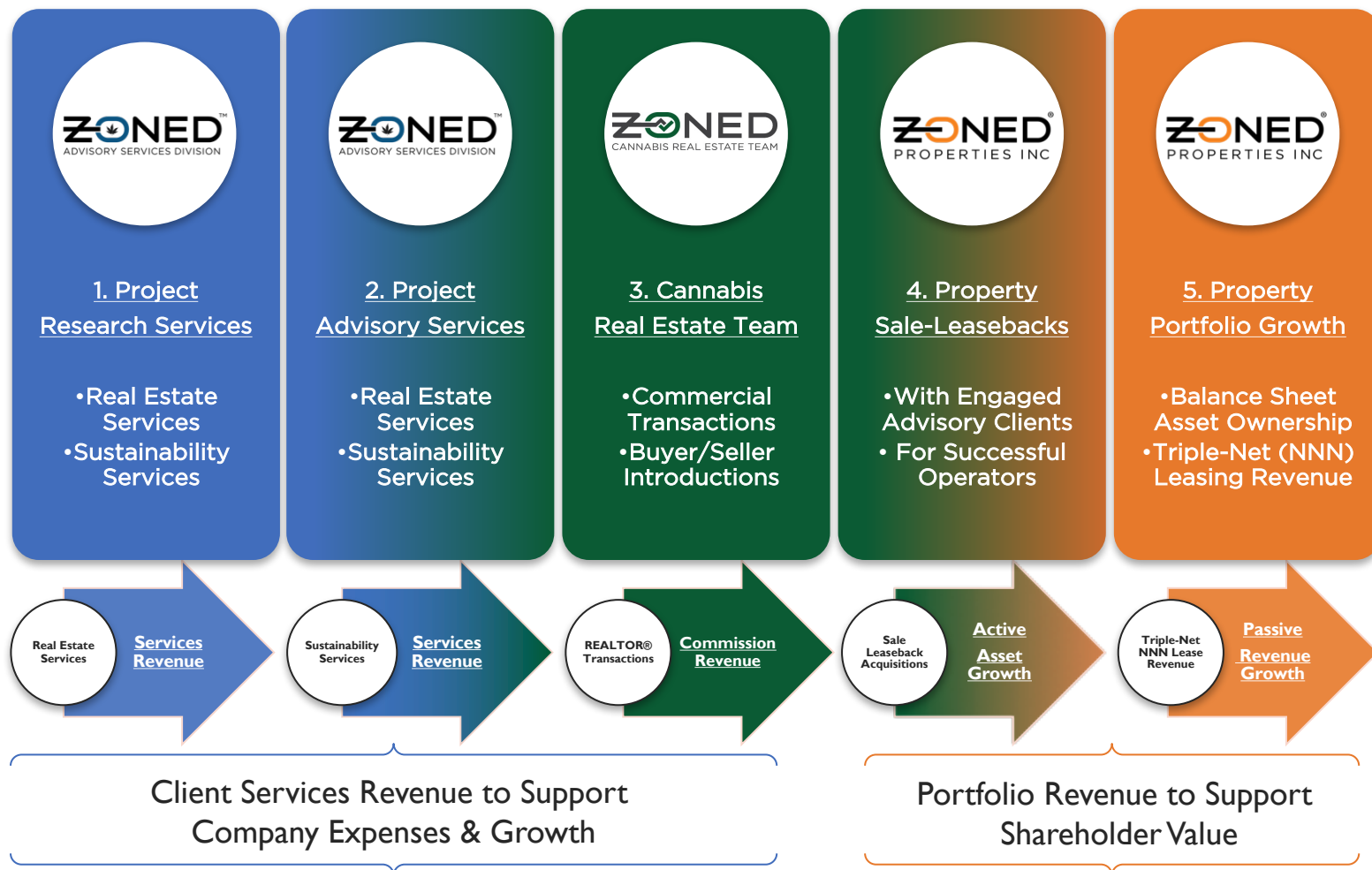


- Why would a Real Estate company like Zoned Properties® aim to pioneer Sustainable Development and Corporate Social Responsibility for the Regulated Cannabis industry?
- As NAREIT points out in its Sustainability and Investing Overview, **"Real estate is not just the physical places where we live, work, and spend our leisure time; it helps unite and define local communities and provides an important investment resource to millions of Americans."***
- We have a chance to **Set the Stage & Create the Paradigm** for the future of the Cannabis Marketplace by focusing on these efforts.

* Source: <https://www.reit.com/investing/reits-sustainability>

ZONED GROWTH STRATEGY

Zoned Advisory Services & Real Estate Teams can generate new revenue while vetting future acquisition targets, feeding our pipeline for property acquisitions and revenue growth.

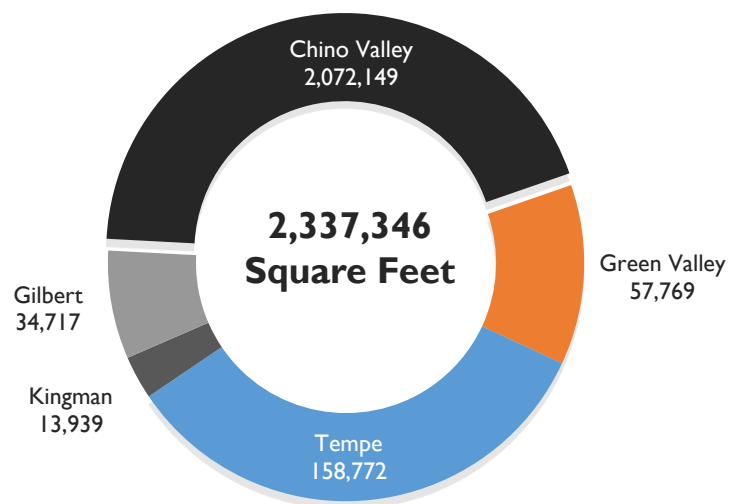


SUMMARY PROPERTY PORTFOLIO

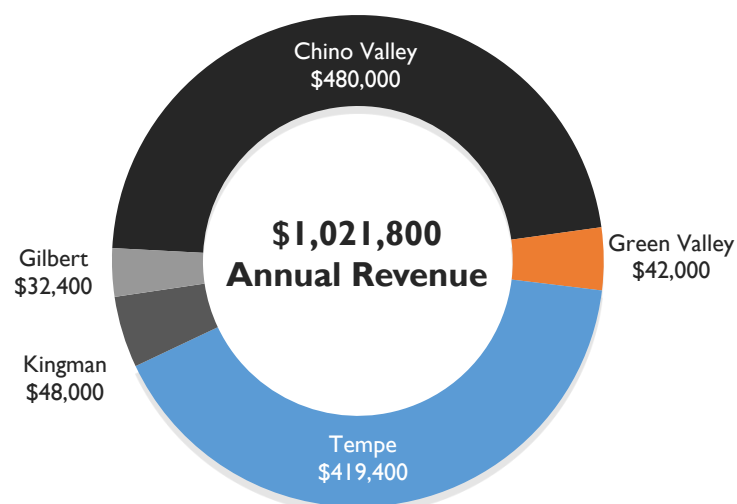
(As of March 31, 2020)

5 Properties in the State of Arizona generating Triple-Net NNN Lease Revenue

Total Property Portfolio Owned¹



Total Property Portfolio Revenue²



¹ Square footage of Chino Valley Cultivation Facility is not to scale on chart

² Property Portfolio Revenue generated from 102,937 Square Feet of Developed and Leased Building Space

Developed / Leased:



102,937 Square Feet of Building Space Generating \$1,021,800 Revenue

Undeveloped / Future:

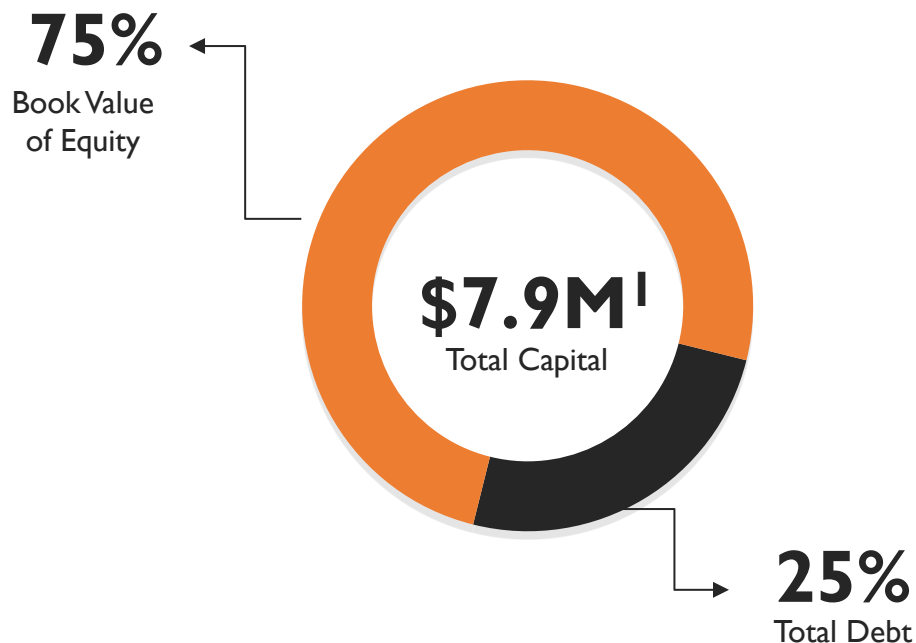
2,234,409 Square Feet of Land to be Developed

SUMMARY CAPITAL STRUCTURE

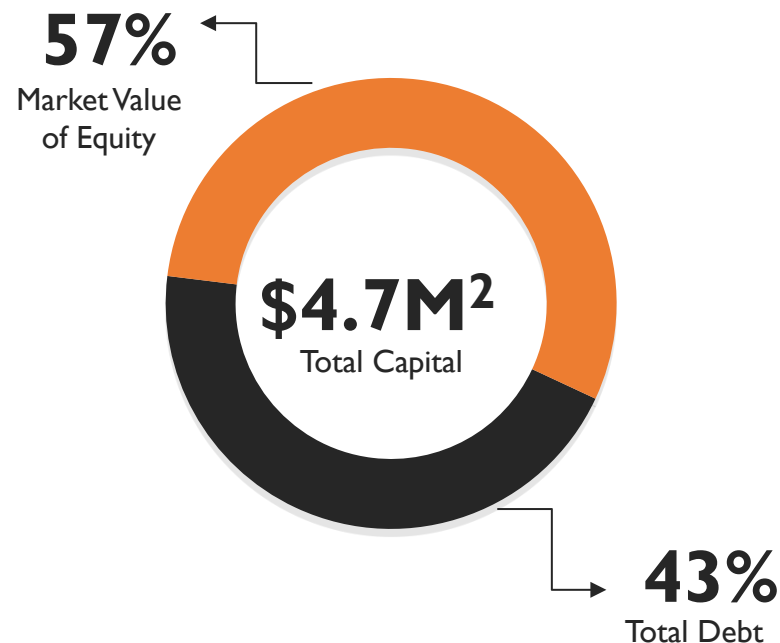
(As of March 31, 2020)

*\$ in millions

Book Value (BV) of Total Capital



Market Value (MV) of Total Capital



¹ \$2.02M of Debt + \$5.91M of Stockholders' Equity = \$7.93M BV of Total Capital

² \$2.02M of Debt + \$2.64M of MV Equity (\$0.22/share at 3/31/2020 * 12.01M shares outstanding) = \$4.66M MV of Total Capital

SUMMARY STATEMENTS OF OPERATIONS



(As of March 31, 2020)

	Three Months Ended	Year Ended			
	3/31/2020	12/31/2019	12/31/2018	12/31/2017	12/31/2016
Total revenues	\$303,869	\$1,260,421	\$1,236,930	\$2,113,864	\$1,853,708
Total operating expenses	\$370,571	\$1,259,706	\$3,198,413	\$1,416,698	\$2,125,949
Interest expenses	\$30,000	\$120,000	-	\$42,983	\$192,492
Interest expenses – related parties	\$300	\$1,200	\$121,200	\$129,288	\$35,000
Net income / (loss)	\$(96,770)	\$(12,281) ¹	(\$2,027,278) ²	\$1,377,902 ³	(\$501,576)
Total Common Shares Outstanding	12,011,548	11,901,548	17,441,552	17,345,497	17,210,318

¹ Includes one-time gain of \$108,204 from receipt of utilities rebate

² Reflects Company's shift to new business model effective May 1, 2018, including \$1.9 million one-time, non-cash write-off of deferred rent receivable

³ Includes one-time gain of \$831,753 from the sale of property for the year ended 12/31/2017

SUMMARY BALANCE SHEETS

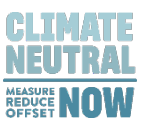
Summary Balance Sheets as of March 31, 2020

Total Assets	\$8,144,699
Total Liabilities	\$2,239,333
Total Shareholders' Equity	\$5,905,366

	As of	
	3/31/2020	12/31/2019
Cash	\$628,841	\$639,781
Rental Properties, net	\$7,295,331	\$7,374,807
Total Debt	\$2,020,000	\$2,020,000
Total Liabilities	\$2,239,333	\$2,193,859
Total Shareholders' Equity	\$5,905,366	\$5,965,644



Executive **Councils & Memberships**



Board of Directors

Bryan McLaren
Chairman

Alex McLaren
Director

Art Friedman
Independent Director

David Honaman
Independent Director

Derek Overstreet
Independent Director

Management

Bryan McLaren, MBA
Chief Executive Officer
& Chief Financial Officer

**MULTI-STATE EXPERIENCE &
PROVEN SUCCESS**

**CASH FLOW POSITIVE
FROM OPERATIONS**

**2 MILLION SQ. FT. OF
PROPERTY OWNERSHIP**
(No Toxic Debt)

**OVER 5-YEARS AS
PUBLIC COMPANY
IN REGULATED CANNABIS**

**EXECUTIVE MEMBERSHIPS
FORBES, USGBC, NCIA, BBB**

**TRIPLE-NET (NNN)
PASSIVE REVENUE STREAM**

**TIGHT CAPITAL STRUCTURE
12,011,548 COMMON SHARES**
(As of March 31, 2020)

**COMMUNITY FOCUSED
REGULATED CANNABIS CO.**

COMPANY CONTACT

Bryan McLaren; Chairman, CEO & CFO

Zoned Properties, Inc. | Scottsdale, AZ

www.ZonedProperties.com | Tel 877.360.8839 | Bryan@ZonedProperties.com