



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

ZONED[®]
PROPERTIES INC

Investor Presentation

March 2021 | **OTCQB: ZDPY**

FORWARD-LOOKING STATEMENTS



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. Currently, 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. We did not experience in 2020, and we do not foresee in 2021, 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 Real Estate Investments and Revenue Growth.

Our **VISION**

Maximizing Prosperity in Local Communities by creating a paradigm for Sustainable Development in Emerging Industries, including the Regulated Cannabis Industry.

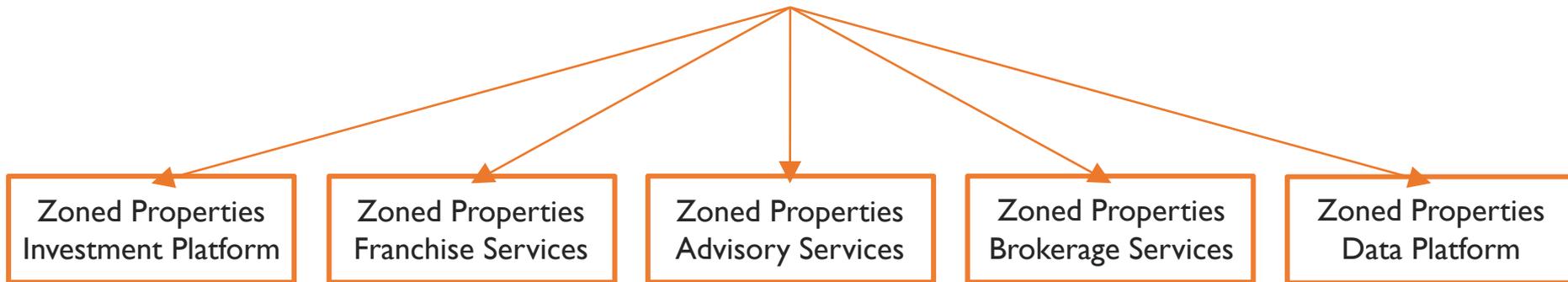
Our **VALUES**

Sophistication, Safety, Sustainability, Stewardship



ZONED[®]
PROPERTIES INC

(Real Estate Assets & Investment Revenue)



Zoned Properties has positioned the organization as a leading real estate development firm for emerging and highly regulated industries, specifically focusing its best practices on the emerging regulated cannabis industry. We are redefining strategic approaches to commercial real estate in regulated sectors through value-driven service offerings built out of market necessity to support an evolving and increasingly complex business landscape.

THE MARKET OPPORTUNITY

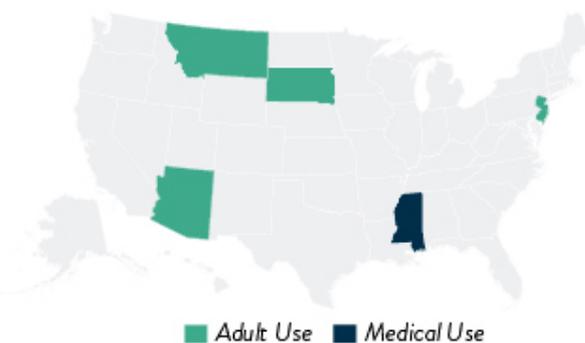
NEW LEGAL STATES GIVE CANNABIS A U.S. MAJORITY

For More Insights Like This,
Visit: NewFrontierData.com

U.S. LEGAL CANNABIS INDUSTRY GROWTH POTENTIAL



NEWLY LEGALIZED STATES



234 MILLION

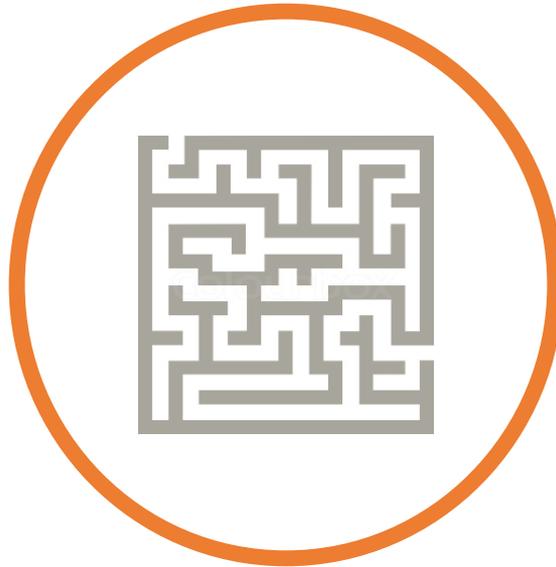
A Majority of Americans Will Now Live Either
in Legalized Medical or Adult-Use Markets.

Note: Graph depicts legal medical and adult use states sales projections including all five newly legalized states. (e): Estimated

© 2020 New Frontier Data | Source: New Frontier Data

Source: Newfrontierdata.com

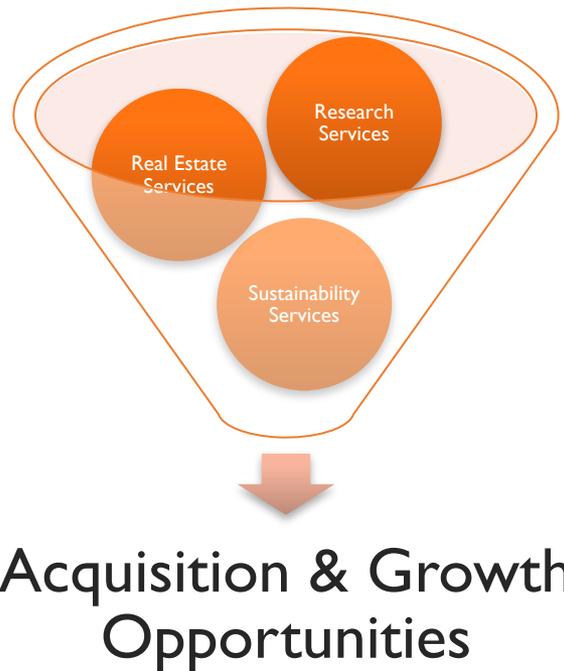
How can a Real Estate Company, Fund, or Investor effectively identify properties with successful operators for acquisition targets and sale-leaseback opportunities?



Regulated Cannabis Industry Market Challenge

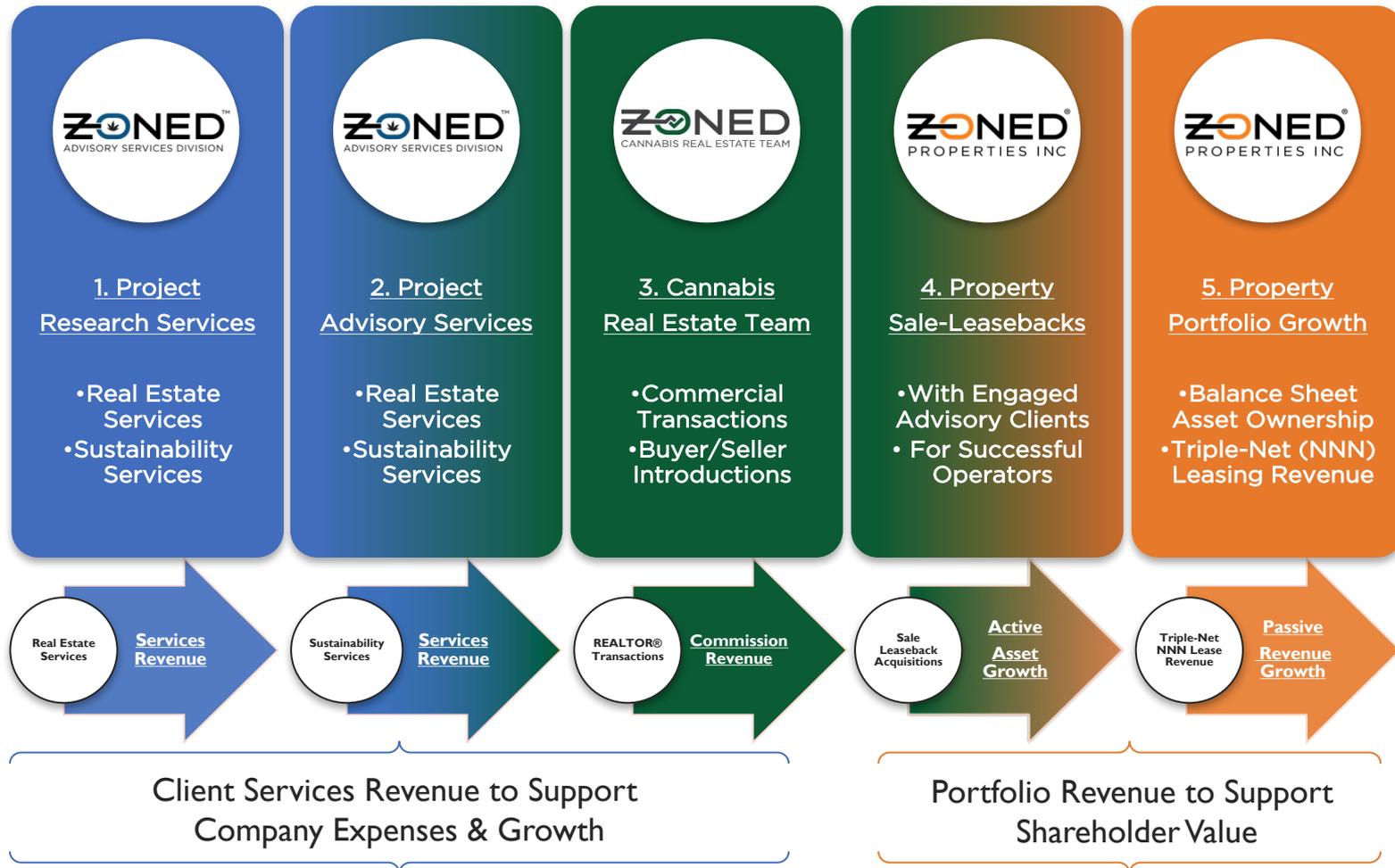
*Properly predicting the risk and success of a regulated operator,
which will in turn affect the potential value of the operating property.*

Zoned Advisory Services provides Real Estate & Sustainability Services to Regulated Cannabis Clients in order to drive our pipeline of acquisition & growth opportunities.



Growth driven by Corporate Social Responsibility for the Regulated Cannabis Industry.

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



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



Real Estate transactions in the regulated cannabis industry can be extremely challenging. That's why we created our own licensed brokerage team to directly guide clients through the process towards a successful transaction.



- We believe **Franchise Organizations** are strong drivers of real estate development and investment opportunities.
- Zoned Properties has partnered with & invested in a National Cannabis Retail Franchisor, The Open Dør, to leverage our national real estate services across a multi-state platform.
- Through our convertible debenture, Zoned Properties has the opportunity to convert its investment for up to a 33% equity stake in the franchisor organization.



- 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 PROPERTIES PORTFOLIO

As of December 31, 2020, a summary of rental properties owned by us consisted of the following:

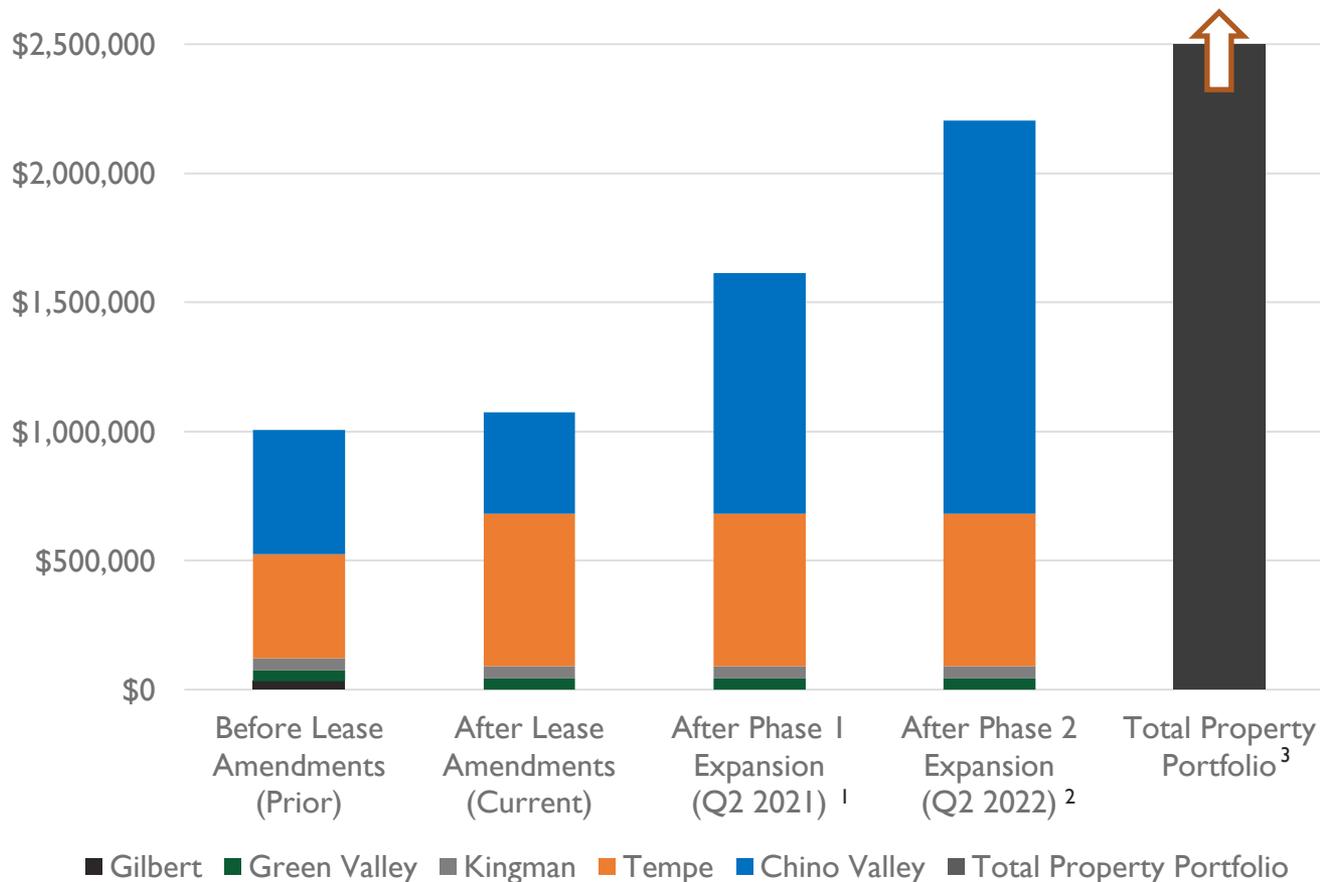
<u>Location</u>	<u>Tempe, AZ</u>	<u>Chino Valley, AZ</u>	<u>Gilbert, AZ</u>	<u>Green Valley, AZ</u>	<u>Kingman, AZ</u>	
<u>Description</u>	<u>Industrial /Office</u>	<u>Greenhouse/ Nursery</u>	<u>Vacant Land</u>	<u>Retail (special use)</u>	<u>Retail (special use)</u>	
<u>Current Use</u>	<u>Cannabis Facility</u>	<u>Cannabis Facility</u>	<u>Vacant Land</u>	<u>Cannabis Dispensary</u>	<u>Cannabis Dispensary</u>	
Date Acquired	March 2014	August 2015	January 2014	October 2014	May 2014	
Lease Start Date	May 2018	May 2018	April 2021	May 2018	May 2018	
Lease End Date	April 2040	April 2040	March 2023	April 2040	April 2040	
Total No. of Tenants	1	1	1	1	1	
						Total Properties
Land Area (Acres)	3.65	47.60	0.80	1.33	0.32	53.70
Land Area (Sq. Feet)	158,772	2,072,149	34,717	57,769	13,939	2,337,346
Undeveloped Land Area (Sq. Feet)	-	1,812,563	34,717	-	6,878	1,854,158
Developed Land Area (Sq. Feet)	158,772	259,586	-	57,769	7,061	483,188
Total Rentable Building Sq. Ft.	60,000	40,000	-	1,440	1,497	102,937
Vacant Rentable Sq. Ft.	-	-	-	-	-	-
Sq. Ft. rented as of December 31, 2020	60,000	40,000	-	1,440	1,497	102,937
Annual Base Rent:*						
2021	\$ 590,400	\$ 393,600	\$ 22,000	\$ 42,000	\$ 48,000	\$ 1,096,000
2022	590,400	393,600	33,000	42,000	48,000	1,107,000
2023	590,400	393,600	8,250	42,000	48,000	1,082,250
2024	590,400	393,600	-	42,000	48,000	1,074,000
2025	590,400	393,600	-	42,000	48,000	1,074,000
Thereafter	8,462,400	5,641,600	-	602,000	688,000	15,394,000
Total	\$ 11,414,400	\$ 7,609,600	\$ 63,250	\$ 812,000	\$ 928,000	\$20,827,250

* Annual base rent represents amount of cash payments due from tenants.

PORTFOLIO EXPANSION & CASH FLOW

(As of December 31, 2020)

**Portfolio Annual Cash Flow
Before and After 2020 Lease Amendments
Projected Portfolio Cash Flow with Planning Expansion**



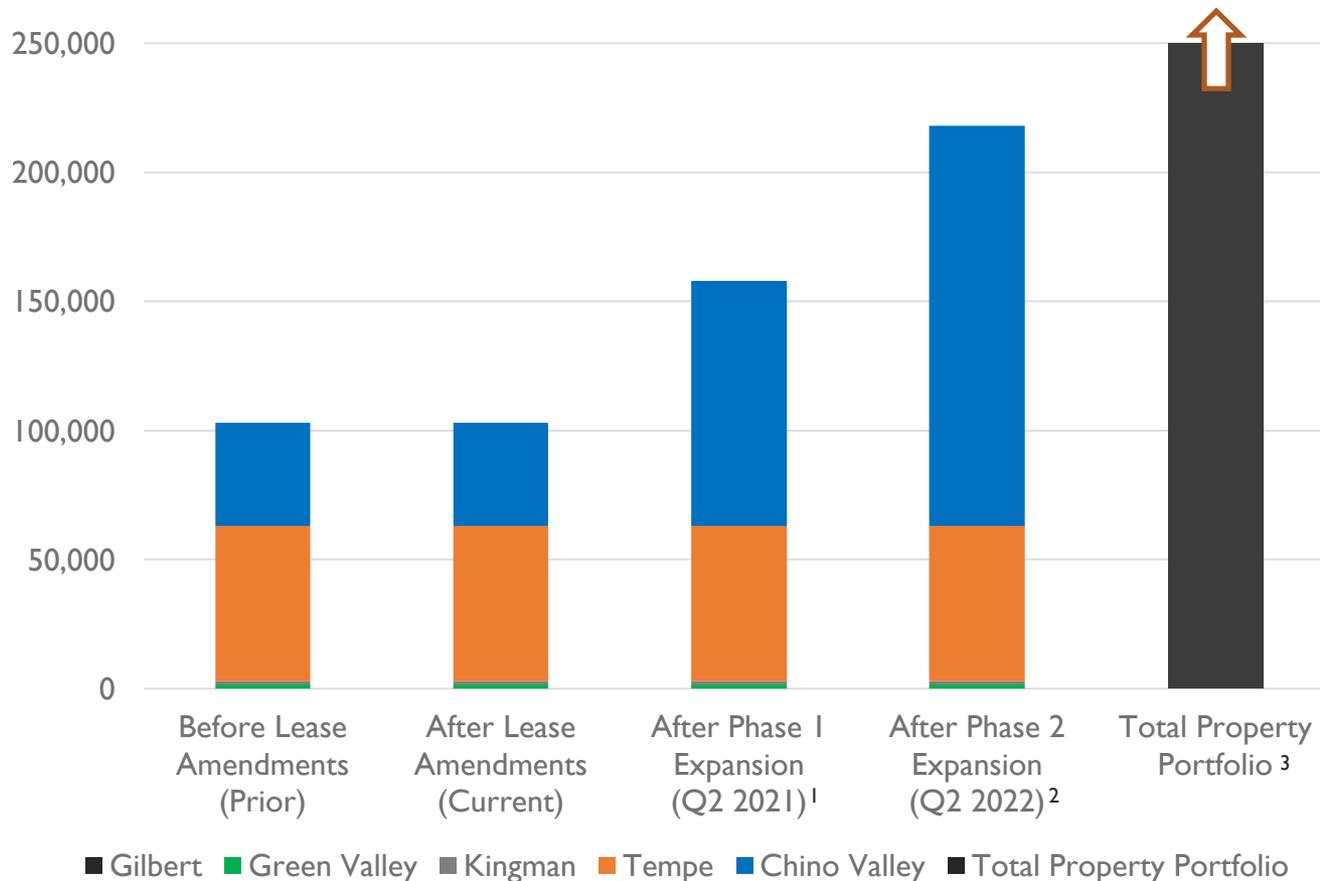
¹ Phase I Expansion projected for Q2 2021 Completion. Significant Tenant has contractually agreed to invest \$8 Million into Portfolio for Phase I Expansion.

² Phase 2 Expansion projected for Q2 2022 Completion. Master Plan has been approved for Phase 2 Expansion. Capital Source has not yet been identified to complete Phase 2 Expansion.

³ Total Property Portfolio includes approximately 2.3 Million Square Feet of debt-free real estate with vested-rights for future development.

(As of December 31, 2020)

Developed & Rentable Square Footage Before and After 2020 Lease Amendments Projected Portfolio Square Footage with Planning Expansion



¹ Phase I Expansion projected for Q2 2021 Completion. Projected to include approximately 155,000 square feet of developed & rentable square footage.

² Phase 2 Expansion projected for Q2 2022 Completion. Projected to include approximately 225,000 square feet of developed & rentable square footage.

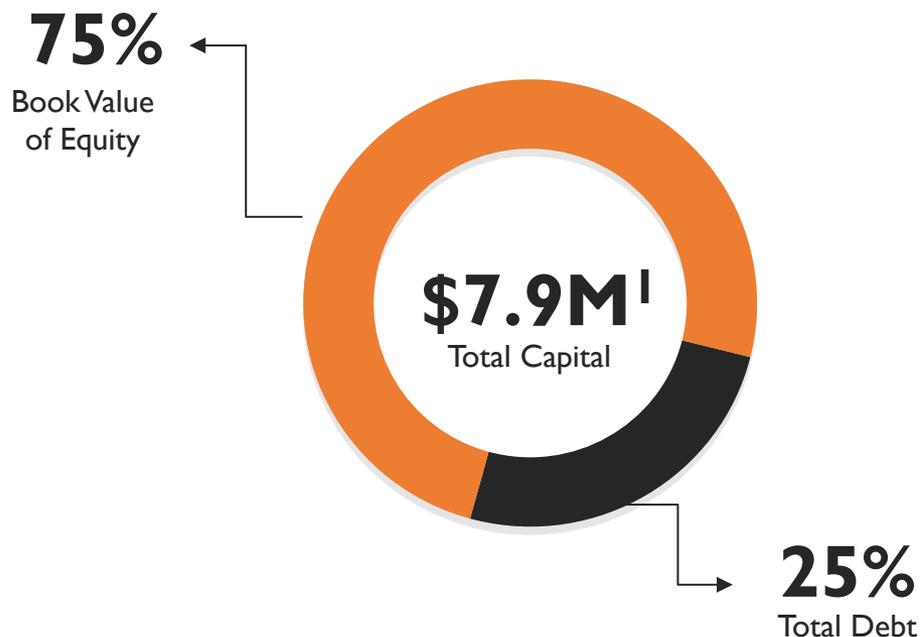
³ Total Property Portfolio includes approximately 2.3 Million Square Feet of debt-free real estate with vested-rights for future development.

SUMMARY CAPITAL STRUCTURE

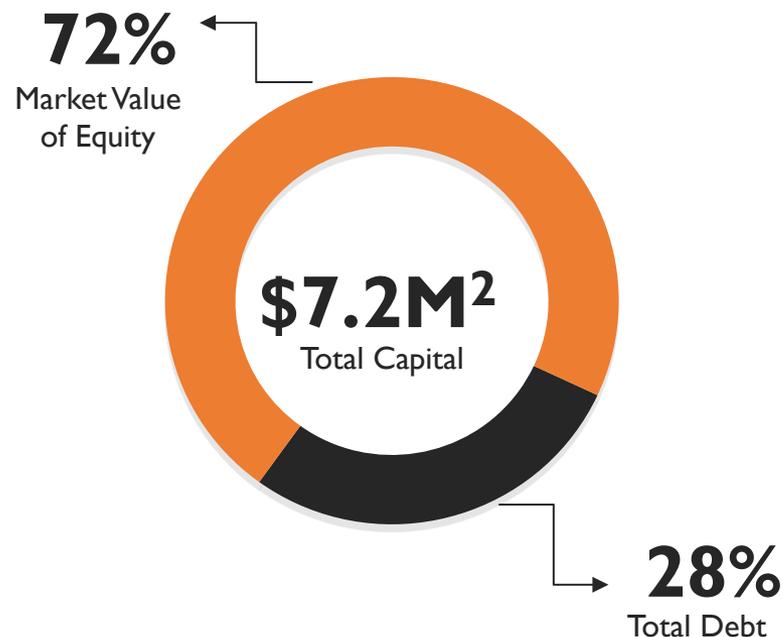
(As of December 31, 2020)

*\$ in millions

Book Value (BV) of Total Capital



Market Value (MV) of Total Capital



¹ \$2.02M of Debt + \$5.94M of Stockholders' Equity = \$7.96M BV of Total Capital

² \$2.02M of Debt + \$5.16M of MV Equity (\$0.43/share at 12/31/2020 * 12.01M shares outstanding) = \$7.18M MV of Total Capital

SUMMARY STATEMENTS OF OPERATIONS



(As of December 31, 2020)

	Year Ended	Year Ended			
	12/31/2020	12/31/2019	12/31/2018	12/31/2017	12/31/2016
Total revenues	\$1,215,442	\$1,260,421	\$1,236,930	\$2,113,864	\$1,853,708
Total operating expenses	\$1,177,709	\$1,259,706	\$3,198,413	\$1,416,698	\$2,125,949
Interest expenses	\$120,000	\$120,000	-	\$42,983	\$192,492
Interest expenses – related parties	\$1,200	\$1,200	\$121,200	\$129,288	\$35,000
Net (loss) income	\$(78,338)	\$(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 \$108,204 one-time gain from receipt of utilities rebate.

² Includes \$1.9 million one-time, non-cash write-off of deferred rent receivable.

³ Includes \$ 831,753 one-time gain from the sale of property.

SUMMARY BALANCE SHEETS

Summary Balance Sheets as of December 31, 2020

Total Assets	\$8,127,737
Total Liabilities	\$2,192,000
Total Shareholders' Equity	\$5,935,737

	As of	
	12/31/2020	12/31/2019
Cash	\$699,335	\$639,781
Rental Properties, net	\$7,027,436	\$7,374,807
Total Debt	\$2,020,000	\$2,020,000
Total Liabilities	\$2,192,000	\$2,193,859
Total Shareholders' Equity	\$5,935,737	\$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 December 31, 2020)

**COMMUNITY FOCUSED
REGULATED CANNABIS CO.**

COMPANY CONTACT

Bryan McLaren; Chairman, CEO & CFO

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