



Investor Presentation

November 2021 | OTCQB: ZDPY

FORWARD-LOOKING STATEMENTS



Safe Harbor Statement

This press release contains forward-looking statements. All statements other than statements of historical facts included in this press release are forward-looking statements. In some cases, forward-looking statements can be identified by words such as "believe," "expect," "anticipate," "plan," "potential," "continue" or similar expressions. Such forward-looking statements include risks and uncertainties, and there are important factors that could cause actual results to differ materially from those expressed or implied by such forward-looking statements. These factors, risks and uncertainties are discussed in the Company's filings with the Securities and Exchange Commission. Investors should not place any undue reliance on forward-looking statements since they involve known and unknown, uncertainties and other factors which are, in some cases, beyond the Company's control which could, and likely will, materially affect actual results, levels of activity, performance or achievements. Any forward-looking statement reflects the Company's current views with respect to future events and is subject to these and other risks, uncertainties and assumptions relating to operations, results of operations, growth strategy and liquidity. The Company assumes no obligation to publicly update or revise these forward-looking statements for any reason, or to update the reasons actual results could differ materially from those anticipated in these forward-looking statements, even if new information becomes available in the future.

COVID-19 STATEMENT



In March 2020, the World Health Organization declared COVID-19 a global pandemic and recommended containment and mitigation measures worldwide. The Company is 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 the Company's portfolio are open to its Significant Tenants pursuant to state and local government requirements. At this time, the Company does not foresee any material changes to its operations from COVID-19. The Company's 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 the Company does not anticipate an impact on its operations, it cannot estimate the duration of the pandemic and potential impact on its 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 the Company's business, including weakened demand for its 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.

ZONED PROPERTIES®, INC.



Our MISSION

To provide a full-spectrum of **Real Estate Services** for the **Regulated Cannabis Industry**, positioning the **Company** for **Real Estate Investments** & **Revenue Growth**.

Our **VISION**

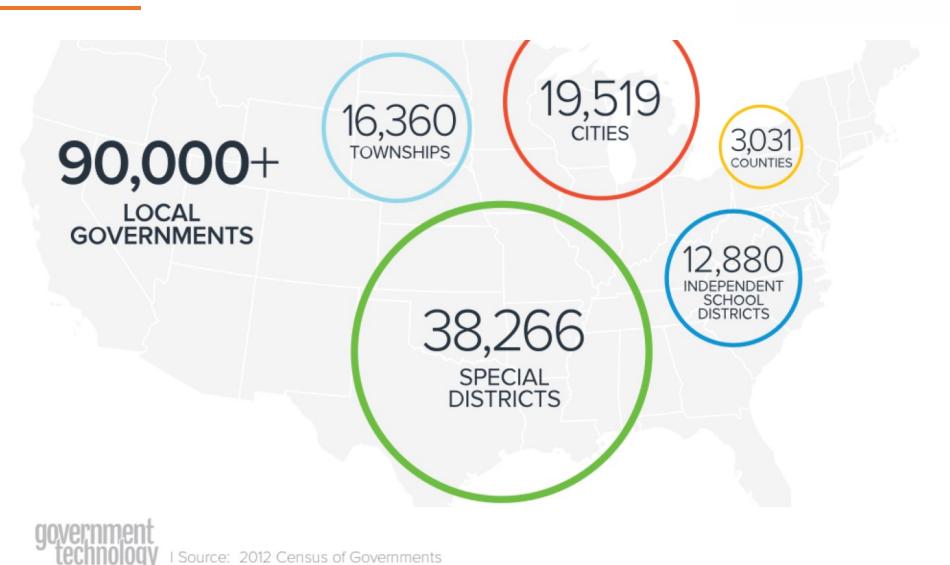
Integrating Legacy Cannabis into Modern Communities & Markets through Real Estate Development Projects.

Our **VALUES**

Sophistication, Safety, Sustainability, Stewardship

THE MARKET LANDSCAPE; LOCALITIES





THE MARKET LANDSCAPE; REAL ESTATE



Estimates of Commercial Property Value: 2018Q4

Sector	Square Footage (Millions)	Price per Square Foot (\$)	Value (\$ Trillions)
Multifamily	17,541	\$165	\$2.9
Office	11,266	\$218	\$2.5
Retail	13,646	\$179	\$2.4
Health Care	2,705	\$864	\$2.3
Specialty, Sports and Other	N/A	N/A	\$2.2
Hospitality	2,625	\$617	\$1.6
Industrial	20,749	\$73	\$1.5
Flex	2,402	\$145	\$0.3
Self-Storage	N/A	N/A	\$0.2
Towers	N/A	N/A	\$0.1
Total	70,933		\$16.0
High Estimate			\$17.0
Low Estimate			\$14.4

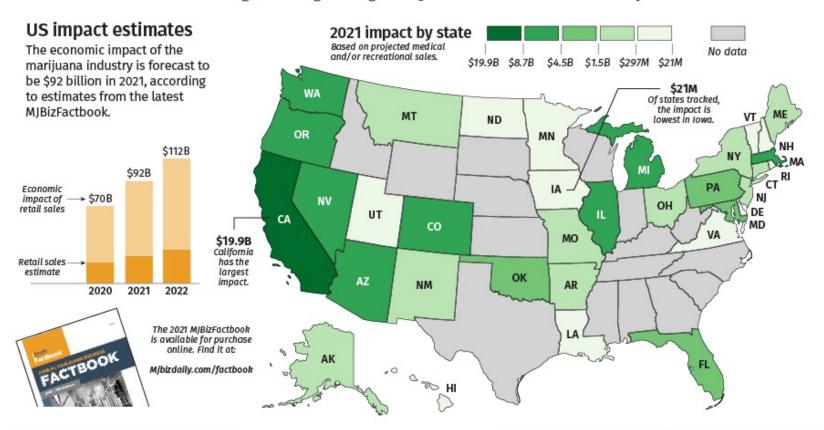
Source: Nareit calculations using the CoStar All Properties database 2018:Q4 and CoStar's Commercial Real Estate Market Size Estimates 2018Q4.

THE MARKET LANDSCAPE; CANNABIS



Economic Impact of Marijuana

From jobs to taxes to real estate, the impact of the marijuana industry has a large – and growing – impact on the broader economy.



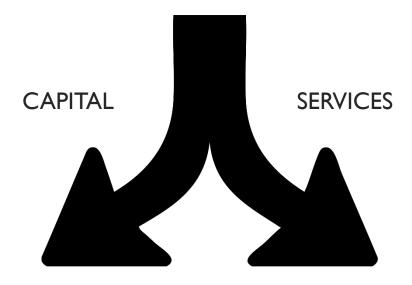
Source: MJBizFactbook, MJBizDaily analysis

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THE MARKET NEED



How to Fund & Develop \$50 BILLION+ of Commercial Real Estate for Cannabis Industry?



Real Estate Investment Trusts
(REITs)

Real Estate Development Firms (Zoned Properties, Inc.)

*Zoned Properties is <u>not a REIT</u>, but we play in the same Sandbox.

THE MARKET CHALLENGE



How can a Real Estate Company, Fund, or Investor effectively identify real estate or properties with successful operators for acquisition targets and investment 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 PROPERTIES MARKET SOLUTION



Advisory

Zoning, permitting, development, and operational challenges are painful to navigate alone, especially in highly regulated industries. Our team of advisors invests in the foundational details of your project to create strategic pathways to achieve your business goals.

Investment

Zoned Properties selectively invests in its own commercial real estate portfolio and strategically identifies investment opportunities in new and emerging real estate markets.



BrokerageSpecialized team of real

specialized team of real estate brokers with proven expertise to identify and secure acquisitions, leasing, and listings for highly complex transactions, specifically in the regulated cannabis space.

Strategic Projects





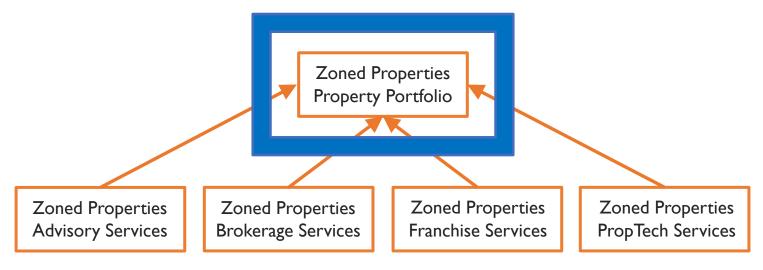


ZONED PROPERTIES PROPERTY PORTFOLIO





(Real Estate Assets & Investment Revenue)



(Real Estate Services Revenue & Growth Divisions)

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.

ZONED PROPERTIES PROPERTY PORTFOLIO



(As of September 30, 2021)

Location		Tempe, AZ		AZ	Green Valley AZ	, I	Kingman, AZ	
Description		dustrial Office	1	eenhouse/ Nursery	Retail (special use)	_	Retail pecial use)	
Current Use	_	annabis Facility		Cannabis Facility	Cannabis Dispensary		Cannabis Dispensary	
Date Acquired	M	arch 2014	A	ugust 2015	October 2014	1	May 2014	
Lease Start Date		May 2018		May 2018	May 2018		May 2018	
Lease End Date	F	April 2040		April 2040	April 2040)	April 2040	
Total No. of Tenants		1		1	1	L	1	
								Total Properties
Land Area (Acres)		3.65		47.60	1.33	3	0.32	52.90
Land Area (Sq. Feet)		158,772		2,072,149	57,769)	13,939	2,302,629
Undeveloped Land Area (Sq. Feet)		-		1,812,563		•	6,878	1,819,441
Developed Land Area (Sq. Feet)		158,772		259,586	57,769)	7,061	483,188
Total Rentable Building Sq. Ft.		60,000		67,312	1,440)	1,497	130,249
Vacant Rentable Sq. Ft.		-		-		-	-	-
Sq. Ft. rented as of September 30, 2021		60,000		67,312	1,440)	1,497	130,249
Annual Base Rent (*,**)								
2021 (remainder of year)	\$	152,403	\$	165,585	\$ 10,500	\$	12,000	\$ 340,488
2022		610,053		662,340	42,000)	48,000	1,362,393
2023		610,053		662,340	42,000		48,000	1,362,393
2024		610,053		662,340	42,000		48,000	1,362,393
2025		610,053		662,340	42,000		48,000	1,362,393
Thereafter		8,470,589		9,493,540	602,000)	688,000	19,254,129
Total	\$ 1	1,063,204	\$	12,308,485	\$ 780,500	\$	892,000	\$25,044,189

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

^{**} For Tempe, AZ, table includes rental income generated from the lease of parking lot space used by a third party as an antenna location.

ZONED PROPERTIES PROPERTY PORTFOLIO



(As of September 30, 2021)

Quarter Milestone with new Base Rental Revenue	Properties Owned	Square Feet Owned	Square Feet Rentable	Annual Base Rental Revenue
2020 Q1 (Actual)	4	2,302,629 SQF	102,937 SQF	\$972,000
2021 Q1 (Actual)	4	2,302,629 SQF	102,937 SQF	\$1,074,000
2021 Q3* (Actual)	4	2,302,629 SQF	130, 449 SQF	\$1,344,718
2022 QI** (Projected)	4	2,302,629 SQF	160, 449 SQF	\$1,639,918
2023 QI** (Projected)	4	2,302,629 SQF	190,449 SQF	\$1,935,118
2024 QI** (Projected)	4	2,302,629 SQF	220,449 SQF	\$2,230,318

^{*}Actual - Beginning September 01, 2021

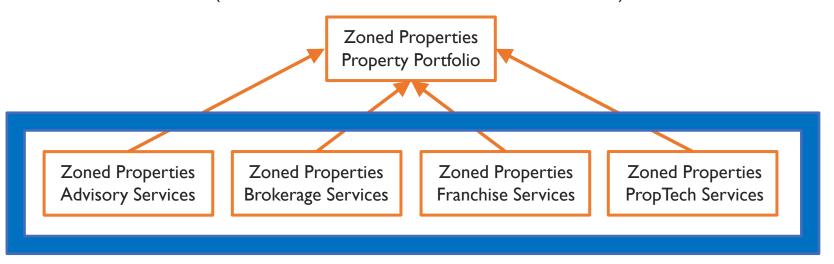
^{**}Projected for Completion

ZONED PROPERTIES SERVICES VERTICALS





(Real Estate Assets & Investment Revenue)



(Real Estate Services Revenue & Growth Divisions)

Our investment thesis here is simple: If operators succeed, (i.e. our clients and tenants), then Zoned Properties succeeds (i.e. as landlords and service providers)....Allowing us to increase property values, mitigate risk, and capture service revenues along the way to boost cash position and cover overhead costs. The process also creates access to future investment/acquisitions to grow our portfolio.

ZONED PROPERTIES ADVISORY SERVICES



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

















ZONED PROPERTIES BROKERAGE SERVICES Z



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 toward a successful transaction.



ZONED PROPERTIES STRATEGIC PROJECTS









I. Help Operators identify properly zoned properties

(PropTech Services)

2. Help Operators succeed at those properties

(Franchise Services)

3. Help Operators increase foot-traffic to properties

(PropTech Services)

ZONED PROPERTIES PROPTECH PROJECT



- We believe **Property Technology** will become a significant driver of value in regulated real estate marketplaces, especially regulated cannabis industry.
- Zoned Properties has partnered with & provided \$90,000 investment for a GIS zoning and mapping platform, **REZONE**, to leverage our real estate expertise through a scalable property technology platform.
- Through our capital investment, Zoned Properties holds a 50% equity stake in REZONE along with our partner, Zoneomics.



ZONED PROPERTIES FRANCHISE PROJECT



- We believe **Franchise Organizations** are strong drivers of value for real estate development and investment opportunities.
- Zoned Properties has partnered with & provided \$200,000 investment for a national cannabis retail franchisor, **Open Dør Dispensaries**, to leverage our real estate services across a multi-state platform.
- Through our convertible debenture, Zoned Properties has the right to convert its investment for up to a 33% equity stake.



ZONED PROPERTIES PROPTECH PROJECT



- We believe **Property Technology** will become a significant driver of value in regulated real estate marketplaces, especially regulated cannabis industry.
- Zoned Properties has partnered with & provided \$85,000+ investment for a brick & mortar real estate platform, using consumer-centric and brand-centric property technology solutions to drive foot-traffic.
- Through our capital investment, Zoned Properties holds a 50% equity stake in **BEAKON** along with our partner, and together we hold the exclusive license to apply an existing technology platform for the Cannabis industry.



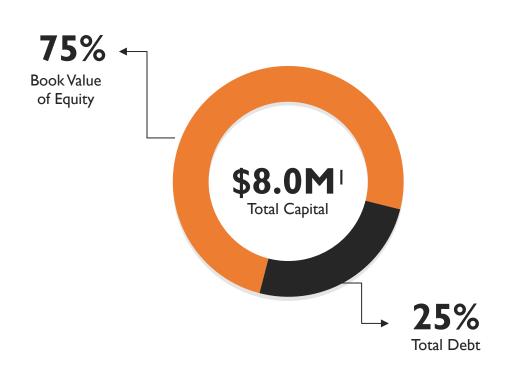
SUMMARY CAPITAL STRUCTURE

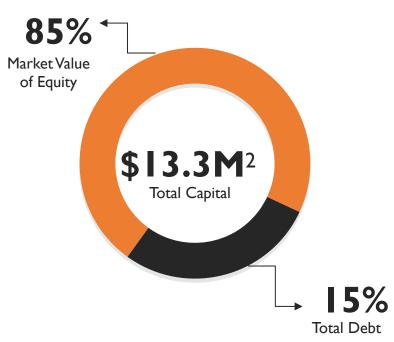


(As of September 30, 2021)
*\$ in millions

Book Value (BV) of Total Capital

Market Value (MV) of Total Capital





^{\$2.02}M of Debt + \$6.02M of Stockholders' Equity = \$8.04M BV of Total Capital

² \$2.02M of Debt + \$11.29M of MV Equity (\$0.925/share at 9/30/2021 * 12.20M shares outstanding) = \$13.31 MV of Total Capital

STATEMENT OF OPERATIONS & CASH FLOW



(As of September 30, 2021)

	Nine Months Ended	Year Ended			
	9/30/2021	12/31/2020	12/31/2019	12/31/2018	12/31/2017
Total revenues	\$1,283,274	\$1,215,442	\$1,260,421	\$1,236,930	\$2,113,864
Total operating expenses	\$1,240,440	\$1,177,709	\$1,259,706	\$3,198,413	\$1,416,698
Interest expenses	\$90,000	\$120,000	\$120,000	-	\$42,983
Interest expenses – related parties	\$900	\$1,200	\$1,200	\$121,200	\$129,288
Net (loss) income	\$(54,236)	\$(78,338)	\$(12,281) ¹	(\$2,027,278) ²	\$1,377,902 ³
Net cash provided by operating activities	\$387,999	\$170,040	\$284,914	\$359,984	\$53,923
Total common shares outstanding	12,201,548	12,011,548	11,901,548	17,441,552	17,345,497

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



(As of September 30, 2021)

Total Assets	\$8,240,831			
Total Liabilities	\$2,223,518			
Total Shareholders' Equity	\$6,017,313			

	As of			
	9/30/2021	12/31/2020		
Cash	\$1,090,682	\$699,335		
Rental Properties, net	\$6,528,082	\$7,027,436		
Total Debt	\$2,020,000	\$2,020,000		
Total Liabilities	\$2,223,518	\$2,192,000		
Total Shareholders' Equity	\$6,017,313	\$5,935,737		

INDUSTRY LEADERSHIP





Executive
Councils &
Memberships

















COMPANY LEADERSHIP



Board of Directors

Bryan McLaren Chairman Alex McLaren
Director

Art Friedman Independent Director

David Honaman Independent Director **Derek Overstreet** Independent Director

Executive Management

Bryan McLaren, MBA Chief Executive Officer Chief Financial Officer

Berekk Blackwell Chief Operating Officer

ZONED PROPERTIES®, INC.



ANCILLARY / NON-PLANT
TOUCHING

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 MEMBERSHIPSFORBES, USGBC, NCIA, BBB

MULTI-STATE EXPERIENCE & PROVEN SUCCESS

TIGHT CAPITAL STRUCTURE
12,201,548 COMMON SHARES
(As of September 2021)

COMMUNITY FOCUSED REGULATED CANNABIS CO.

FOR MORE INFORMATION



COMPANY CONTACT

Bryan McLaren; Chairman & CEO

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