

# ZONED<sup>®</sup>

PROPERTIES INC



Property  
Technology



Site Identification  
Advisory



Commercial  
Brokerage



Investment  
Portfolio

ZONED<sup>®</sup>  
PROPERTIES INC

*Investor Presentation*  
May 2022 | OTCQB: ZDPY

# FORWARD-LOOKING STATEMENTS



## Safe Harbor Statement

This presentation 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 and will remain open pursuant to state and local government requirements. The Company did not experience in 2020 or 2021 and does not foresee in 2022, 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.

## *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** through **Real Estate Development Projects**.

## *Our* **VALUES**

**Sophistication, Safety, Sustainability, Stewardship**

**Zoned Properties<sup>®</sup> (OTCQB: ZDPY)** is positioning to deploy **Real Estate Capital** focused on **Highly Regulated Industries** that have **Major Barriers to Entry** and **Premium Return Profiles**, with a best-in-class team to help **Mitigate Risks**.

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Scalable growth opportunity with **Public Company Up-side**  
12.2 Million Shares Outstanding | 6+ Years as Public Company: Audited & SEC Reporting  
\$2 Million non-toxic Debt (Maturity 2030)

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Real Estate Portfolio cash-flowing **\$1.83 Million Annually** through 2040  
**Triple-Net (NNN) Investment-Grade Leases**

There are over **40,000 Localities** in the USA (Counties, Cities, Townships)\*

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With over **\$15 Trillion** worth of **Commercial Real Estate**\*\*

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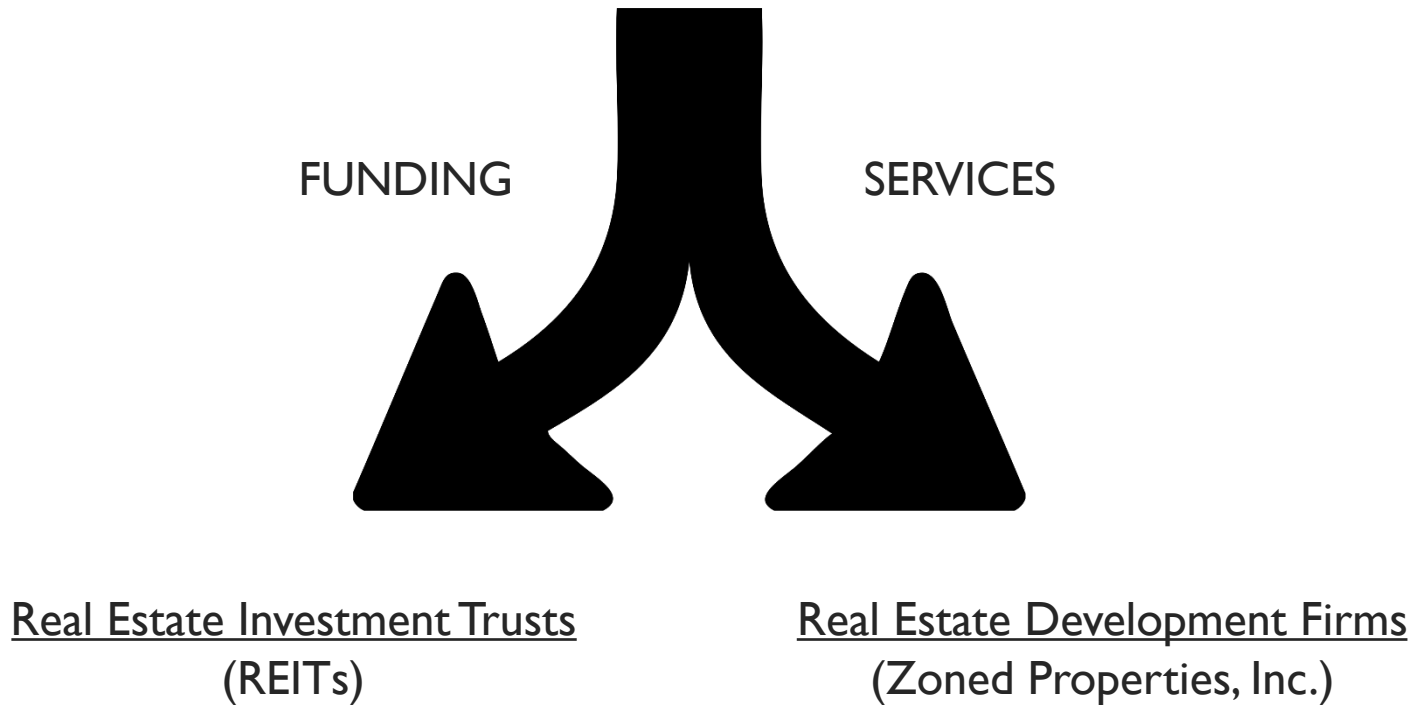
And a growing **Cannabis Industry** creating **\$100 Billion+** dollars of economic impact\*\*\*

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Across **37+ States** that have legalized and regulated medical or adult-use cannabis\*\*\*\*

Sources: \* Gov Census 2012, \*\* NaREIT 2018, \*\*\* MJBiz Factbook 2021, \*\*\*\* NCSL 2022

How to Fund & Service **\$BILLIONS** in Commercial Real Estate for the Cannabis Industry?



**Zoned Properties is not a REIT, but we play in the same Sandbox**

There are estimated to be **7,500+ Retail Dispensaries** in the U.S. as of **2022**

There are estimated to be **15,000+ Retail Dispensaries** in the U.S. by **2025**

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With an average of **\$2 Million** in Real Estate Capital needed per **Project Site**

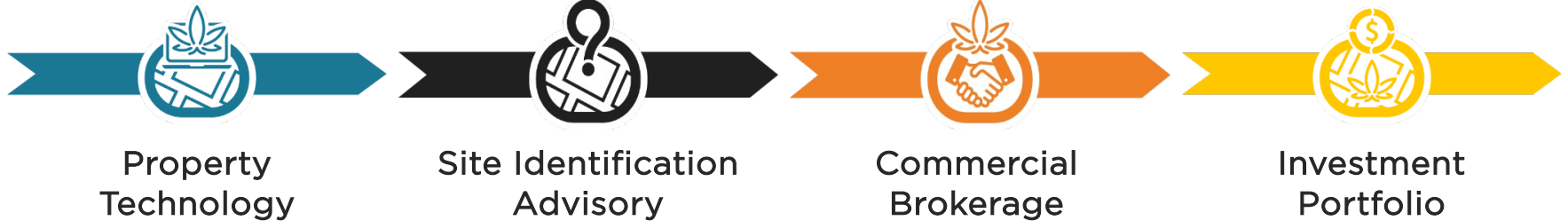
~**60%** of these projects will need 3<sup>rd</sup> Party **Real Estate Capital**

~**95%** of these projects will need 3<sup>rd</sup> Party **Real Estate Services & Expertise**

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**Zoned Properties** is positioned to capture **Market Share** by leveraging our full-spectrum of integrated commercial real estate development services.

# THE ZONED PROPERTIES SOLUTION



**Property Technology** powering **Real Estate Services** fueling our **Investment Portfolio**

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The best-in-class team at **Zoned Properties** are experts in cannabis real estate services. We have been sharpening our **National Services** and **Property Investment** process to fuel a strong **Pipeline** for investment portfolio acquisitions and growth

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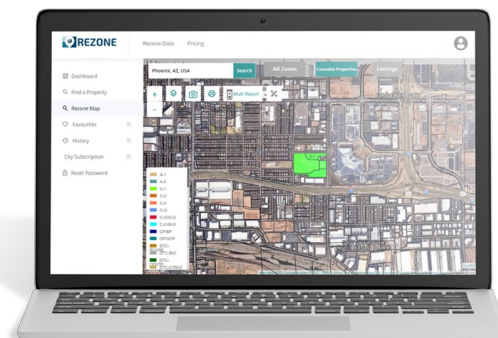
**Zoned Properties** can go where others won't or can't, leveraging our **full-spectrum** of **Real Estate Services** to build a strong property **Investment Portfolio**





Property  
Technology

- We believe **Property Technology (“PropTech”)** will become a significant driver of growth in highly regulated real estate marketplaces, especially the regulated cannabis industry.
- Zoned Properties has partnered with Zoneomics & invested \$90,000 to launch our zoning and mapping platform, **REZONE**, which aims 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.





Property  
Technology

\$90,000 Invested into REZONE (50% Equity)

REZONE Beta launched April 2022

40,000+ Localities in the United States

Highly Complex and Regulated Marketplace

Exploring additional PropTech Partnerships

*\*As of May 2022*

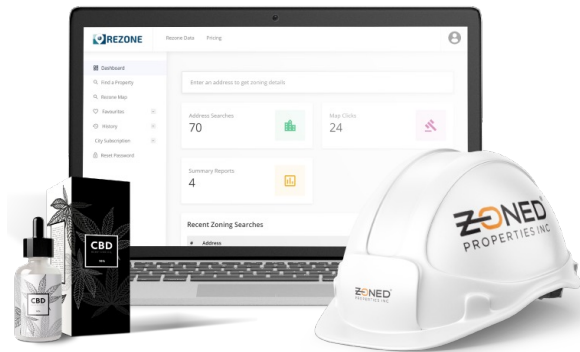


Site Identification  
Advisory

## WE HELP CLIENTS DEVELOP CANNABIS PROJECTS

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

- Identifying and developing qualified real estate for regulated cannabis can be extremely challenging. Sifting through municipal zoning code, endless review of local mapping overlays, measuring distances from sensitive uses, and all to risk having a property owner deny the use. The list goes on.
- At Zoned Properties, we leverage our best-in-class network and years of experience specializing in cannabis real estate with proven processes and a proprietary tech stack that saves our clients time and money.





*\*Cumulative Advisory Metrics since inception as May 2022*



## Commercial Brokerage

- We believe commercial real estate transactions in emerging and highly regulated industries, including legalized cannabis, can be extremely challenging.
- That's why we created our own, in-house, licensed brokerage team to directly guide clients through the process toward a successful transaction.
- Our brokerage team is implementing a growth strategy to establish new Zoned Properties brokerage offices in emerging state markets and further strengthen existing brokerage partnerships creating access to service the national cannabis marketplace.





Commercial  
Brokerage

\$50 Million in Deals Closed for Clients\*

\$920,000+ Brokerage Revenues\*

1,500,000+ Square Feet of Listings Engaged\*

20+ Client Projects across 5 State Markets\*

National Cannabis Brokerage Network

*\*Cumulative Brokerage Metrics since inception as of May 2022*



## Investment Portfolio

- We believe Cannabis Sites and Franchise Organizations are strong drivers of value for real estate development and investment opportunities.
- As part of the commercial real estate strategy at Zoned Properties, we have partnered with & provided \$200,000 of investment capital to a national cannabis retail franchisor, Open Dør Dispensaries, leveraging our real estate services across a multi-state platform.
- Zoned Properties can benefit directly and indirectly from our partnership with Open Dør Dispensaries. As an investor, the Company receives a percentage of initial franchise fees and renewal fees, and as the commercial real estate partner, the Zoned Properties is positioned to provide real estate services and property investments for franchise real estate locations.





Investment  
Portfolio

**2.3 Million Square Feet Owned | 50+ Acres\***

**4 Properties in Arizona | 100% Leased\***

**\$1.83 Million Annual NNN Revenue\***

**\$25 Million Valuation @ 7% Cap Rate\*\***

**27.5% Cap Rate with current net basis\*\*\***

\* Investment Portfolio Metrics as of March 31, 2022

\*\* \$1,750,570 Annual NOI @7.0% Cap Rate = \$25,008,137

\*\*\* \$6,354,891 (Properties Net on Balance Sheet) / \$1,750,570 (Annual NOI) = 27.5% Capitalization Rate





## Investment Portfolio

Location	Tempe, AZ	Chino Valley, AZ	Green Valley, AZ	Kingman, AZ	
Description	Industrial /Office	Greenhouse/ Nursery	Retail (special use)	Retail (special use)	
Current Use	Cannabis Facility	Cannabis Facility	Cannabis Dispensary	Cannabis Dispensary	
Date Acquired	March 2014	August 2015	October 2014	May 2014	
Lease Start Date	May 2018	May 2018	May 2018	May 2018	
Lease End Date	April 2040	April 2040	April 2040	April 2040	
Total No. of Tenants	1	1	1	1	
					<b>Total Properties</b>
Land Area (Acres)	3.65	47.60	1.33	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)	-	1,782,563	-	6,878	1,789,441
Developed Land Area (Sq. Feet)	158,772	289,586	57,769	7,061	513,188
Total Rentable Building Sq. Ft.	60,000	97,312	1,440	1,497	160,249
Vacant Rentable Sq. Ft.	-	-	-	-	-
Sq. Ft. rented as of March 31, 2022	60,000	97,312	1,440	1,497	160,249
<b>Annual Base Rent (*,**)</b>					
2022 (remainder of year)	\$ 457,450	\$ 788,227	\$ 31,500	\$ 36,000	\$ 1,313,267
2023	610,053	1,050,970	42,000	48,000	1,751,023
2024	610,053	1,050,970	42,000	48,000	1,751,023
2025	610,053	1,050,970	42,000	48,000	1,751,023
2026	598,589	1,050,970	42,000	48,000	1,739,559
2027	590,400	1,050,970	42,000	48,000	1,731,370
Thereafter	7,281,600	12,961,958	518,000	592,000	21,353,558
Total	\$ 10,676,400	\$ 19,005,035	\$ 759,500	\$ 868,000	\$ 31,390,823

\* 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.

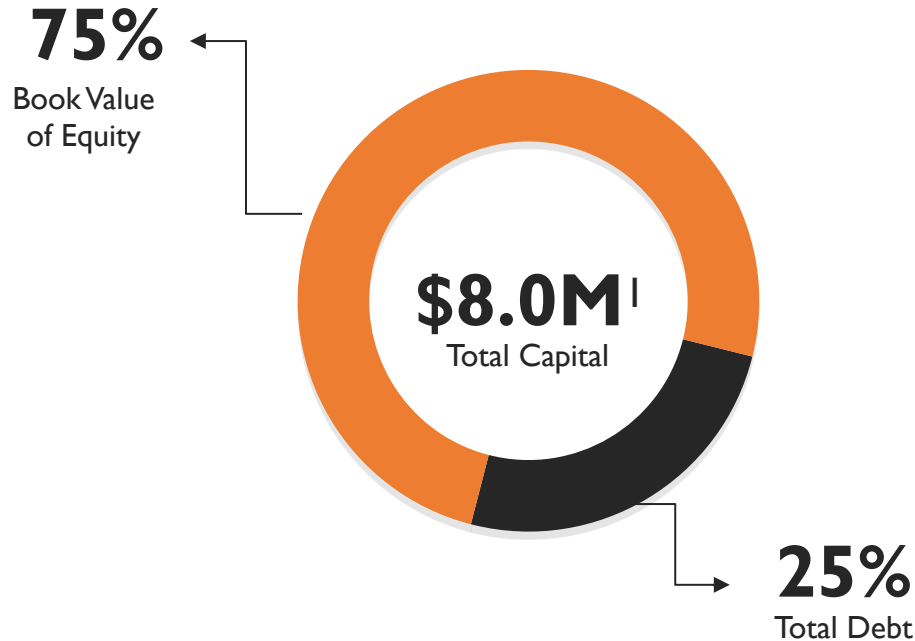
(As of March 31, 2022)

# SUMMARY CAPITAL STRUCTURE

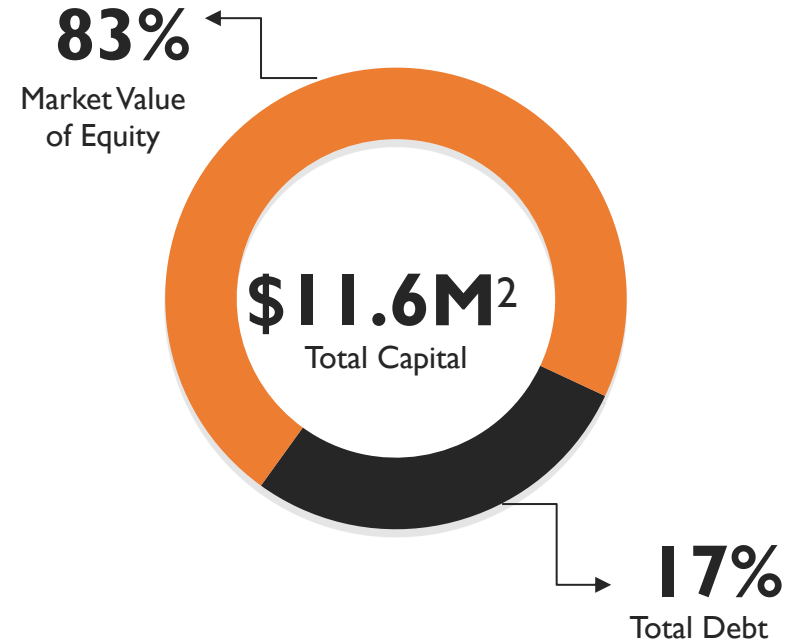
(As of March 31, 2022)

\*\$ in millions

## Book Value (BV) of Total Capital



## Market Value (MV) of Total Capital



<sup>1</sup> \$2.0M of Debt + \$6.01M of Stockholders' Equity = \$8.01M BV of Total Capital

<sup>2</sup> \$2.0M of Debt + \$9.64M of MV Equity (\$0.79/share at 3/31/2022 \* 12.20M shares outstanding) = \$11.64 MV of Total Capital

# STATEMENT OF OPERATIONS & CASH FLOW



(As of March 31, 2022)

	Three Months Ended	Year Ended			
	3/31/2022	12/31/2021	12/31/2020	12/31/2019	12/31/2018
Total revenues	\$938,701	\$1,820,485	\$1,215,442	\$1,260,421	\$1,236,930
Total operating expenses	\$929,183	\$1,775,785	\$1,177,709	\$1,259,706	\$3,198,413
Interest expenses	\$30,000	\$120,000	\$120,000	\$120,000	-
Interest expenses – related parties	\$600	\$1,200	\$1,200	\$1,200	\$121,200
Net loss	\$(25,696)	\$(165,819)	\$(78,338)	\$(12,281) <sup>1</sup>	\$(2,027,278) <sup>2</sup>
Net cash provided by operating activities	\$119,742	\$489,257	\$170,040	\$284,914	\$359,984
Total common shares outstanding	12,201,548	12,201,548	12,011,548	11,901,548	17,441,552

<sup>1</sup> Includes \$108,204 one-time gain from receipt of utilities rebate.

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

# SUMMARY BALANCE SHEETS

(As of March 31, 2022)

Total Assets	\$8,519,990
Total Liabilities	\$2,512,872
Total Shareholders' Equity	\$6,007,118

	As of	
	3/31/2022	12/31/2021
Cash	\$787,918	\$1,191,940
Rental Properties, Net	\$6,354,891	\$6,441,465
Total Debt	\$2,000,000	\$2,020,000
Total Liabilities	\$2,512,872	\$2,221,558
Total Shareholders' Equity	\$6,007,118	\$5,915,898

## *A Highly Regulated &* **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*

## *Executive* **Councils & Memberships**



## *Board of Directors*

**Bryan McLaren**  
Chairman

**Alex McLaren**  
Director

**Art Friedman**  
Independent Director

**David Honaman**  
Independent Director

**Derek Overstreet**  
Independent Director

**Jody Kane**  
Independent Director

## *Executive Management*

**Bryan McLaren, MBA**  
Chief Executive Officer

**Berekk Blackwell**  
Chief Operating Officer

## *Key Team Members & Service Providers*

**Joseph Lewis**  
Designated Broker

**Patrick Moroney**  
Dir. of Real Estate

**Kyle Gere**  
Strategic Projects Mgr.

**Laura Anthony**  
SEC Counsel

**Kim Prince**  
Proven Media

**ANCILLARY CANNABIS CO.  
NON-PLANT TOUCHING**

**5+ YEARS CASH FLOW  
POSITIVE FROM OPERATIONS**

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

**6+ YEARS AS FULLY AUDITED  
SEC REPORTING COMPANY**

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

**MULTI-STATE EXPERIENCE &  
PROVEN SUCCESS**

**TIGHT CAPITAL STRUCTURE  
12,201,548 COMMON SHARES**  
(As of May 2022)

**COMMUNITY FOCUSED  
REGULATED CANNABIS CO.**

## COMPANY CONTACT

**Bryan McLaren**; Chairman & CEO

Zoned Properties, Inc. | Scottsdale, AZ

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