

# **INVESTOR PRESENTATION**

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### **IMPORTANT NOTICES AND DISCLAIMERS**

This press release contains statements that are "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995, Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended, and other federal securities laws. Forwardlooking statements are statements that are not historical, including statements regarding management's intentions, beliefs, expectations, representations, plans or predictions of the future, and are typically identified by such words as "believe," "expect," "anticipate," "intend," "estimate," "may," "will," "should" and "could." Because such statements include risks, uncertainties and contingencies, actual results may differ materially from those expressed or implied by such forward-looking statements. These forwardlooking statements are based upon the Company's present expectations, but these statements are not guaranteed to occur. Except as required by law, the Company disclaims any obligation to publicly update or revise any forward-looking statement to reflect changes in underlying assumptions or factors, of new information, data or methods, future events or other changes. Investors should not place undue reliance upon forward-looking statements. For further discussion of the factors that could affect outcomes, please refer to the "Risk Factors" section of the Company's Annual Reports on Forms 10-K, Quarterly Reports on Forms 10-Q, and in the Company's other documents filed with the SEC, copies of which are available on the SEC's website, www.sec.gov



### PRESIDIO PROPERTY OVERVIEW



#### **DESCRIPTION**

- Presidio Property Trust, Inc. ("Presidio" or the "Company") was founded in 1999 as NetREIT
- Presidio is an internally-managed real estate company focused on commercial real estate opportunities in often-overlooked and regionally dominant markets
- The Company acquires and manages office, industrial retail, and other commercial real estate assets in markets with strong demographic and economic drivers with attractive going-in cap rates
- In addition to its commercial real estate holdings, Presidio generates fees and rental income from affiliated entities, which manage and/or own a portfolio of model homes (1)



San Diego, CA Headquarters -Genesis Plaza

# PRESIDIO PROPERTY OVERVIEW (CONT'D)



#### **Corporate Information**

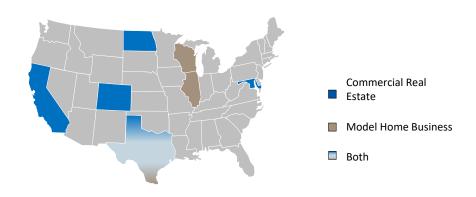
Headquarters	San Diego, CA
Founded	1999
Key Geographies	CA, CO, MD, ND, & TX
Employees	19

#### Portfolio Summary (Number / Square Footage)

Office	8 properties / 605,763 sq. ft.
Retail	3 properties / 65,242 sq. ft.
Industrial	1 property / 150,030 sq. ft.
Model Homes <sup>(1)</sup>	82 homes / 253,124 sq. ft.

#### Portfolio Value & Debt

Book Value	\$126.7 million
Existing Secured Debt	\$ 94.8 million



#### **Stock Information**

SQFT / Nasdaq SQFTP / Nasdaq SQFTW / Nasdaq
\$4.09 – \$1.25 for SQFT
~11.8 million
~\$14 million

### **COMPANY STRATEGY**



- Presidio acquires high-quality commercial properties in often overlooked and/or underserved markets
- Our target markets are regionally dominant, non-core cities with attractive growth dynamics driven by key economic factors
- Focus on \$10 \$30 million property acquisitions that are not typically pursued by the larger REITs
- Well located, amenitized properties with stable in-place tenancy and growing employment drivers
- Both central business district and key suburban locations
- Spreads between acquisition yields and debt terms in our target markets are more attractive, relative to gateway markets



### Key Economic Factors We Consider

- Strong relative employment growth
- Net in-migration of a highly educated workforce
- Proximity to large student population
- Stability of healthcare systems, government or large institutional employer presence
- Low rates of unemployment
- Lower cost of living versus gateway markets

# HIGH QUALITY COMMERCIAL PORTFOLIO



# Our commercial real estate portfolio as of September 30, 2022, consisted of the following properties:

Property	Approximate Square Feet ('000's)	Percent Occupied	Percent Ownership	
Genesis Plaza, San Diego, CA (2)	58	96%	76.4%	
Dakota Center, Fargo, ND	119	72%	100%	
Grand Pacific Center, Bismarck, ND (1)	93	56%	100%	
Arapahoe Center, Centennial, CO	79	100%	100%	
West Fargo Industrial, West Fargo, ND	150	97%	100%	
300 N.P., Fargo, ND	35	75%	100%	

Property	Approximate Square Feet ('000's)	Percent Occupied	Percent Ownership
One Park Centre, Westminster, CO	69	80%	100%
Shea Center II, Highlands Ranch, CO	121	91%	100%
Union Town Center, Colorado Springs, CO	44	85%	100%
Research Parkway, Colorado Springs, CO	11	100%	100%
Mandolin, Houston, TX (3)	10	100%	61.3%
McElderry, Baltimore, MD	32	100%	100%

Fargo, ND



#### Highlands Ranch, CO



<sup>(1)</sup> This property is classified as held for sale.

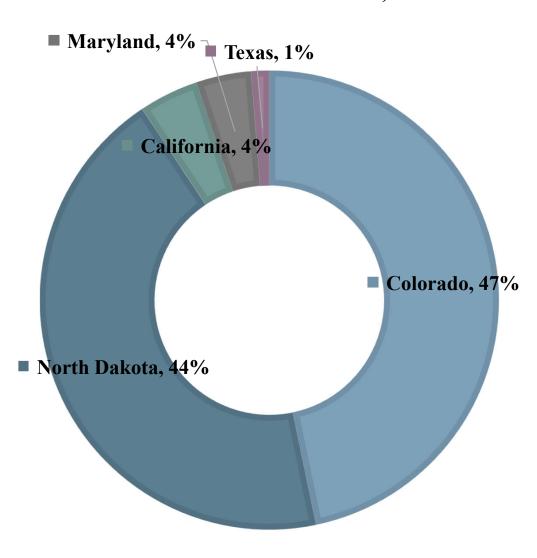
<sup>(2)</sup> Genesis Plaza is owned by two tenants-in-common, each of which 57% and 43%, respectively, and we beneficially own an aggregate of 76.4%.

<sup>(3)</sup> Mandolin is owned by NetREIT Palm Self-Storage LP, through its wholly owned subsidiary NetREIT Highland LLC, and the Company is the sole general partner and owns 61.3% of NetREIT Palm Self-Storage LP.

### PORTFOLIO MAKEUP AND PERFORMANCE



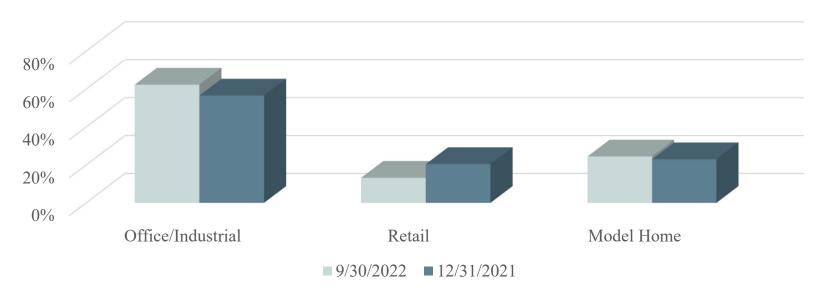
# COMMERCIAL SQUARE FOOTAGE BY REGION AS OF SEPTEMBER 30, 2022



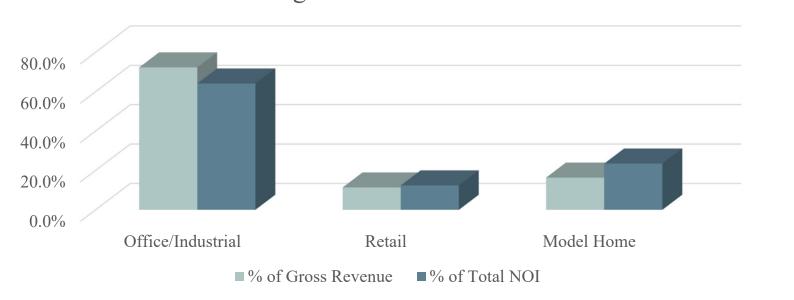
### PORTFOLIO MAKEUP AND PERFORMANCE (CONT'D)



### Segments as a % of Net Portfolio Assets



### 2022 Segment Revenue and NOI



### **GROWTH STRATEGY & PIPELINE**



We seek to invest in properties in regionally dominant markets that have attractive growth dynamics driven in part by economic
factors such as strong office-using employment growth, net in-migration of a highly educated workforce, large student populations,
the stability provided by healthcare systems, government or other large institutional employer presence and low rates of
unemployment

#### SOURCING

- Properties frequently acquired off-market or pre-emptively prior to being marketed
- Long history has created substantial broker relationships
- Successful transaction history creating repeat business with sellers
- Often first and last look at opportunities

### **ABILITY TO ADD VALUE**

**Dakota Center, Fargo, North Dakota** 



#### **OVERVIEW**

#### **Background**

- 78% of the property was leased to a major national bank under a lease expiring in December 2012 – just 18 months following acquisition
- The bank occupied only a small portion and subleased other portions to multiple tenants

#### Value-Add

- Invested \$3.1 million renovating the common areas and parking lot, and constructing tenant improvements
- Executed new lease agreements with 5 former subtenants, including the bank
- The property was refinanced with a new \$11.1 million loan in 2014

#### Exit / Current Status

- Now the property includes several credit tenants, and management estimates value at ~\$16.1 million, which represents an increase in value of over 67% over the purchase price.
- Stabilization of rent roll resulted in cap rate compression from 14% to 8.75%



#### **KEY STATISTICS**

May 2011
Office
119,434 sq. ft.
Fargo, ND
1982
\$9.6 million
14%
98%

### **ABILITY TO ADD VALUE**

The Presidio, Colorado Springs, Colorado



#### **OVERVIEW**

#### Background

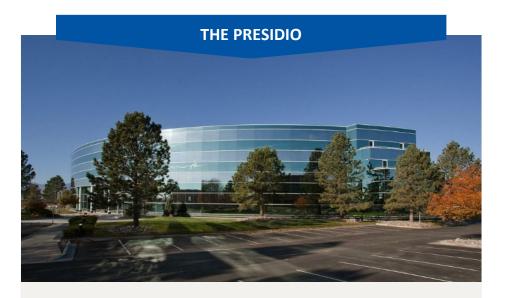
 Able to take advantage of the seller's unique circumstance to purchase the property at an excellent in-place return, with additional value achievable through increasing occupancy and raising rents to market

#### Value-Add

- To facilitate this business plan, Presidio undertook a complete common area renovation
- In 2014, Presidio refinanced the property with a new \$7.4 million loan, which effectively returned the Company's initial equity

#### Exit / Current Status

 In July 2019, The Presidio was sold for \$12.3 million, 68% above the original purchase price of \$7.3 million, recognizing a gain of approximately \$4.5 million.



#### **KEY STATISTICS**

Acquisition Date	Nov 2012
Asset Type	Office
Gross Leasable Area	81,222 sq. ft.
Location	Colorado Springs, CO
Year Constructed	1985
Transaction Price (Acquisition)	\$7.3 million
Acquisition Cap Rate	9.4%
% Leased at time of purchase	78%
Gain on sale	\$4.5 million

### **ABILITY TO ADD VALUE**

Sparky's Self-Storage, Inland Empire, California



#### **OVERVIEW**

#### Background

 Presidio acquired 7 individual self-storage properties throughout the Inland Empire region of Southern California between 2007 and 2013. These properties were either distressed and sold by lenders or individual investors

#### Value-Add

 Each property was branded under Presidio's brand – Sparky's Self-Storage. Economies of scale were achieved under common management, which resulted in improvements and efficiencies in operations and marketing

#### Exit / Current Status

Recognizing that self-storage was becoming a favored property sector by institutional investors, Presidio sold the Sparky's portfolio in 2015 to a REIT for a net sales price of \$34 million, which represented a 4.6% cap rate and a gain to Presidio of approximately \$4.7 million



#### **KEY STATISTICS**

Acquisition Dates	2007 – 2013
Asset Type	Self-Storage
Rentable Square Feet	652,260
Location	Inland Empire, CA
Transaction Price (acquisition)	\$32.7 million
Gain on sale	\$4.7 million

### **MODEL HOME BUSINESS**



- Triple-net sale/leaseback transactions with homebuilders, to use as sales offices and model homes
- Operates independently in Houston, Texas, with minimal time commitment by senior management
- Homes are sold to homebuyers following subdivision close-out

#### **PRESIDIO INCENTIVES**

- Broad Market Appeal
- Purchase Property at a Discount (5%-10%)
- Builders Cover All Expenses
- Unlevered Proforma Returns > 8%
- Diversification of Risk

#### **BUSINESS SUMMARY**

- Properties in 3 States
- Starter and Move-Up Homes (below values affected by tax law)

#### **BUILDER INCENTIVES**

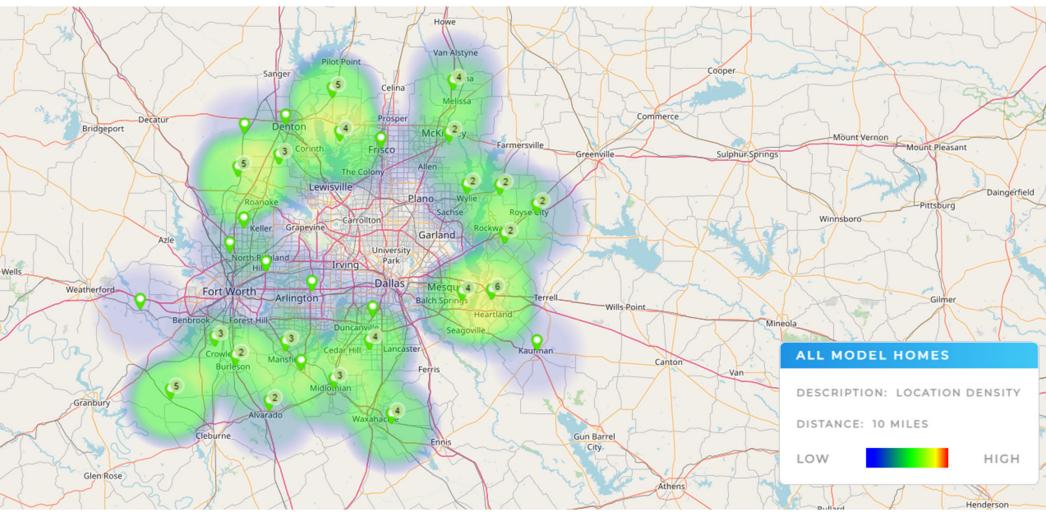
- Allows Builders to Redeploy Capital
- Model Home Proceeds
   Used to Pay Down Line of Credit
- Accelerates Sales for IRR Calculations
- Improves margins & Inventory Turnover
- Diversification of Risk



### **MODEL HOME MARKETS**



#### Heatmap of Model Home Properties by Location Density – Dallas-Fort Worth Area



- The model home portfolio is concentrated with 78 homes in Dallas-Fort Worth and its surrounding suburb areas.
- Presidio also owns 1 home in other cities in Texas, 1 home in suburban Chicago, IL, and 2 in suburban Madison, WI



### **CORE FUNDS FROM OPERATIONS**

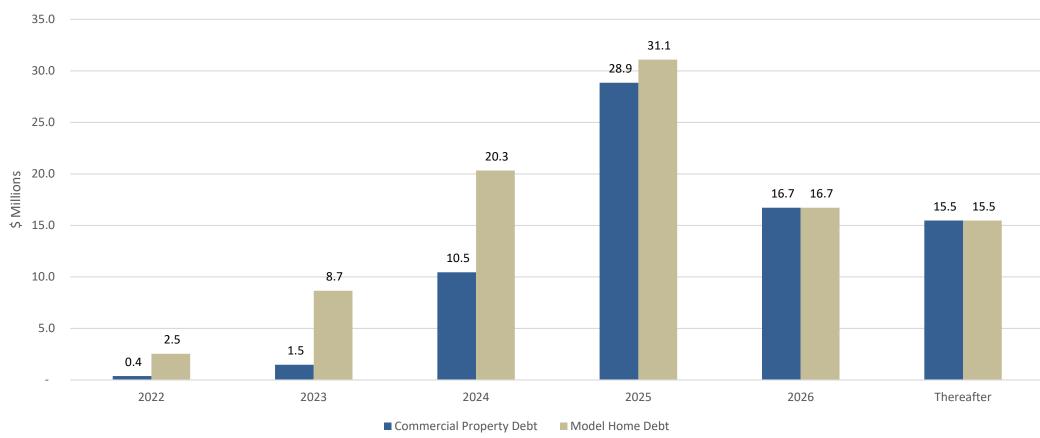
	For the Three Months Ended			
		9/30/2022	9/30/2021	
Net (loss) income attributable to Presidio				
Property Trust, Inc. common stockholders	\$	(1,302,039)	\$	(1,390,887)
Adjustments:				
Income attributable to noncontrolling interests		1,114,928		427,303
Depreciation and amortization		1,318,164		1,306,874
Amortization of above and below market				
leases, net		(13,722)		(6,022)
Impairment of real estate assets		-		-
Loss (gain) on sale of real estate assets, net		(1,307,258)		(627,322)
FFO*	\$	(189,927)	\$	(290,054)
Restricted stock compensation		293,136		285,704
Series A Warrant dividend				
Core FFO	\$	103,209	\$	(4,350)
Weighted average number of common shares				
outstanding - basic and diluted		11,780,090		10,833,847
Core FFO / Wgt Avg Share	\$	0.009	\$	(0.000)
Quarterly Dividends / Share	\$	0.020	\$	0.103

### STAGGERING OF OUR DEBT MATURITIES



As of September 30, 2022, weighted average interest rate on outstanding commercial debt is 4.53% and the weighted average remaining term is 4.2 years<sup>(1)</sup>

#### Debt Maturity Schedule



### INVESTMENT IN MURPHY CANYON ACQUISITION CORP REPORT



- On January 7, 2022, we announced our sponsorship, through our wholly-owned subsidiary, Murphy Canyon Acquisition Sponsor, LLC (the "Sponsor"), of a special purpose acquisition company ("SPAC") initial public offering. The SPAC, Murphy Canyon Acquisition Corp. ("Murphy Canyon") raised \$132,250,000. We, through our wholly-owned subsidiary, owned approximately 23.5% of the issued and outstanding stock in the entity upon the initial public offering being declared effective and consummated (excluding the private placement units described below).
- In connection with the IPO, we purchased, through the Sponsor, 754,000 placement units (the "placement units") at a price of \$10.00 per unit, for an aggregate purchase price of \$7,540,000.
- On November 8, 2022, Murphy Canyon entered into a Merger Agreement and Plan of Merger (the "Merger Agreement") with Conduit Merger Sub, Inc., a Cayman Islands company and a wholly-owned subsidiary of Murphy Canyon ("Merger Sub"), and Conduit Pharmaceuticals Limited, a Cayman Islands company ("Conduit"). The Merger Agreement provides for, among other things, that Merger Sub will merge with and into Conduit, with Conduit as the surviving company in the merger and, after giving effect to such merger, Conduit shall be a wholly-owned subsidiary of Murphy Canyon (the "Merger"). In addition, Murphy Canyon will be renamed Conduit Pharmaceuticals, Inc.
- The total consideration to be paid at the closing of the Merger (the "Merger Consideration") by Murphy Canyon to the shareholders of Conduit will be \$650,000,000, and will be payable in shares of Class A common stock of Murphy Canyon. The number of shares of Class A common stock be paid to the shareholders of Conduit as Merger Consideration will be 65,000,000, with each share of Class A common stock being valued at \$10.00. There can be no assurance that the Merger or financing will close as planned, or at all.

### **BOARD OF DIRECTORS (EXCLUDING MANAGEMENT)**





Jennifer Barnes, Independent Director

- Served as Director since 2020 and is a member of the Audit Committee
- Currently CEO and Founder of Optima Office, and cofounder of Pro Back Office.
- Named a top 40 under 40 business leader in San Diego in 2016 and a finalist for SD Business Journal's CEO of the Year
- Sits on the Board of the Better Business Bureau, The Business Executives Council, and the San Diego Chapter of Junior Achievement's Executive Board
- Holds a Bachelors Degree in Finance, Accounting, and Marketing from the University of Arizona and MBA from San Diego State University



James Durfey, Independent Director

- Served as a director as of December 2019 and is a member of the Compensation Committee and the Nominating and Corporate Governance Committee.
- Retired in 2017 from American Assets Trust, Inc. (NYSE: AAT), a publicly traded REIT, as Vice President, Office Properties, since 2004. From 1996 to 2004, he was Vice President of Trammell Crow Company and General Manager of the Century Plaza Towers and the ABC Entertainment Center. From 1980 to 1996, he held various senior roles at Homart Development Company, a commercial real estate subsidiary of Sears, Roebuck and Company.
- Graduated with a Bachelor of Science degree in Business
   Management from Indiana University and is a licensed real estate broker in California.



**David Bruen,** Lead Independent Director

- Served as a Director since 2008, Lead Independent Director and Chair of the Audit Committee since 2020; retired in January 2008 from SD National Bank
- Worked in commercial lending for mid-size businesses in San Diego County for First Interstate Bank, Wells Fargo Bank, Mellon 1st Business Bank, and SD National Bank
- Life Member of the Holiday Bowl Committee; member of the Presidents Association for Palomar College, Financial Executives International, the San Diego MIT Enterprise Forum, and the Association for Corporate Growth
- Graduated from SDSU with a BS in Business and an emphasis in Marketing; received an M.B.A. from the University of Southern California with an emphasis in Finance



Sumner Rollings, Independent Director

- Served as a director since April 2001 and is the Chari of the compensation Committee, and a member of the Audit Committee and previously served as a member of the Nominating and Corporate Governance Committee
- Served as Director of the Centurion Counsel Funds from 2001 until 2005
- Owned and operated the Wagon Wheel Restaurant as the Chief Executive Officer of Rolling Wheel Restaurant, Inc., in Escondido, California
- Served as sales executive for Joseph Webb Foods of Vista, California from 1999 to 2001 and for Alliant Food Service Sales from 1985 to 1999
- Bachelor of Science from University of Denver, MBA from Pepperdine
- Served 5 years in the US Marines

### MANAGEMENT TEAM



#### Key team members have 75+ combined years of real estate and public company experience



**Jack Heilbron**, Chairman, Chief Executive Officer and President

- Founding officer, director, and stockholder of the former CI Holding Group, Inc. and of its subsidiary corporations
- Currently serves as Chief Executive Officer and Chairman of Centurion Counsel, Inc., a licensed investment advisor
- Served as a director of the Centurion Counsel Funds from 2001 until 2005
- Served as the Chairman and/or director of Clover Income and Growth REIT from 1994 until its dissolution in 1999
- Graduated with a Bachelor of Science degree in Business Administration from California Polytechnic University, San Luis Obispo, California



Gary Katz, Chief Investment Officer

- Held positions with Legacy Partners, Lincoln Property Company, Kemper Real Estate Management Company, Bedford Properties, and Meyer Investment Properties
- Served in senior acquisition, leasing, asset management, and development roles for Westcore Properties from 2007 to 2009, where he was responsible for real estate transactions throughout the western United States
- Former president and current Treasurer of the San Diego Chapter of NAIOP and former member of the NAIOP Corporate (National) Board.
   Sits on the San Diego Charitable Real Estate Foundation's Board of Directors
- Graduated with a Bachelor of Arts degree in Economics from University of California San Diego



Adam Sragovicz, Chief Financial Officer

- Served as Treasurer of Encore Capital Group from 2011 to 2017, where he was responsible for global capital raising, foreign exchange risk management and cash management for the organization
- Previously held capital markets, finance, and treasury management positions with KPMG, Union Bank of California / MUFG and Bank of America Merrill Lynch
- Has served on the Board of Congregation Adat Yeshurun and is Director of the Yale Alumni Schools Committee in San Diego
- Graduated with a Bachelor of Arts degree in Soviet and Eastern European Studies, with a concentration in Economics, from Yale University

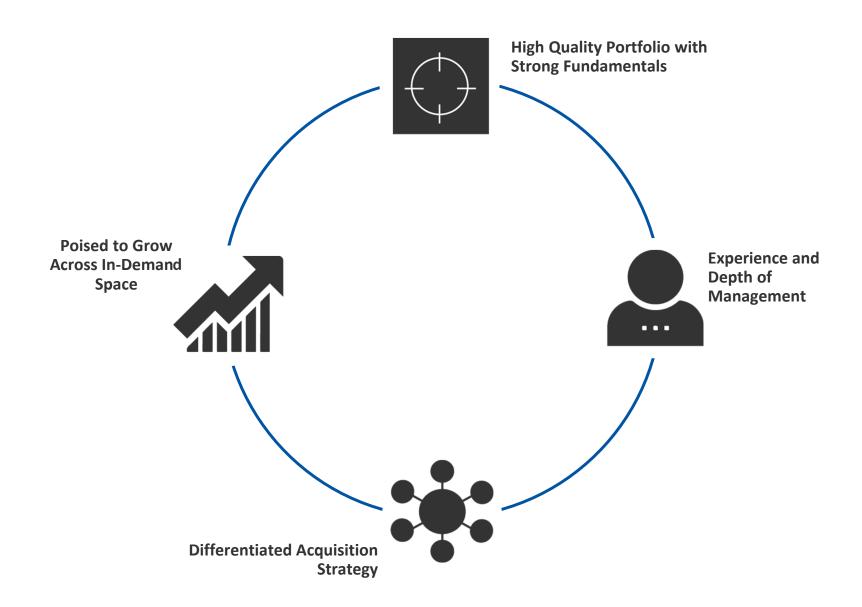


**Ed Bentzen**, Chief Accounting Officer

- Served as CFO/COO at Crystal View Capital Management in 2020.
- Served in various consulting roles for real estate development companies from 2018 to 2020
- Served as the CFO at The Parking REIT, Inc from 2016 to 2018 (formally MVP REIT, Inc and MVP REIT II, Inc, prior to merger in 2017)
- Has held various senior accounting and finance roles at Western Funding, Vestin Group, and as a Sr. Internal Auditor at Ameristar Casinos
- Holds a Bachelor of Science degree in Hotel Administration and a Master of Science in Accountancy from University of Nevada Las Vegas
- Licensed Certified Internal Auditor (inactive), CA

### **COMPANY HIGHLIGHTS**





### **INVESTMENT HIGHLIGHTS**



# HIGH QUALITY PORTFOLIO WITH STRONG FUNDAMENTALS

- 12 commercial properties with 821,104 square feet with an average occupancy rate of 85.3%
- Highly diversified commercial property tenant base
- Robust portfolio with strong fundamentals and internal growth

#### **DIFFERENTIATED ACQUISITION STRATEGY**

- High quality properties focused in underserved regionally dominant locales
- Target non-gateway markets with attractive growth dynamics and cap rates which exceed our cost of capital
- Focus on \$10 \$30 million property transactions that are not typically pursued by larger REITs

#### **EXPERIENCE AND DEPTH OF MANAGEMENT**

- Chairman and CEO Jack Heilbron's public REIT experience
- Company formed in 1999; SEC reporting since 2008
- Key team members have 75+ combined years of public company experience
- Extensive seller and broker relationships in key markets

# POISED TO GROW ACROSS IN-DEMAND SPACE

- Recent activity in various real estate sectors demonstrates strong selective demand for product
- Creating value through planned repositioning and improvements
- Internally managed

### FINANCIAL DEFINITIONS: NON-GAAP MEASURES PRESIDIO



- **EBITDAre** EBITDAre is defined by NAREIT as earnings before interest, taxes, depreciation, and amortization, gain or loss on disposal of depreciated assets, and impairment write-offs.
- Funds from Operations ("FFO") The Company evaluates performance based on Funds From Operations, which we refer to as FFO, as management believes that FFO represents the most accurate measure of activity and is the basis for distributions paid to equity holders. The Company defines FFO, a non-GAAP measure, as net income or loss (computed in accordance with GAAP), excluding gains (or losses) from sales of property, hedge ineffectiveness, acquisition costs of newly acquired properties that are not capitalized and lease acquisition costs that are not capitalized plus depreciation and amortization, including amortization of acquired above and below market lease intangibles and impairment charges on properties or investments in non-consolidated REITs, and after adjustments to exclude equity in income or losses from, and, to include the proportionate share of FFO from, non-consolidated REITs. However, because FFO excludes depreciation and amortization as well as the changes in the value of the Company's properties that result from use or market conditions, each of which have real economic effects and could materially impact the Company's results from operations, the utility of FFO as a measure of the Company's performance is limited. In addition, other REITs may not calculate FFO in accordance with the NAREIT definition as the Company does, and, accordingly, the Company's FFO may not be comparable to other REITs' FFO. Accordingly, FFO should be considered only as a supplement to net income as a measure of the Company's performance.
- Core Funds from Operations ("Core FFO") We calculate Core FFO, a non-GAAP measure, by using FFO as defined by NAREIT and adjusting for certain other non-core items. We also exclude from our Core FFO calculation acquisition costs, loss on early extinguishment of debt, changes in the fair value of the earn-out, changes in fair value of contingent consideration, non-cash warrant dividends and the amortization of stock-based compensation.
- We believe Core FFO provides a useful metric in comparing operations between reporting periods and in assessing the sustainability of our ongoing operating performance. Other equity REITs may calculate Core FFO differently or not at all, and, accordingly, the Company's Core FFO may not be comparable to such other REITs' Core FFO.