

# IROQUOIS VALLEY

FARMLAND REIT



FACT SHEET - MARCH 1, 2019

## WHAT WE DO

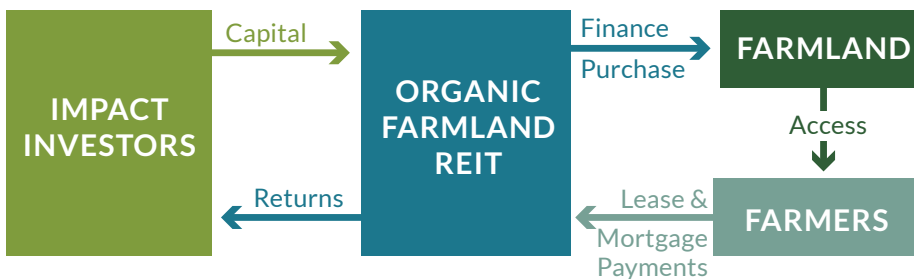
Farmers face many barriers to establishing and expanding organic farms. Iroquois Valley's business is structured to address these challenges, starting with the land security farmers need to shift the paradigm away from conventional agriculture.

## OUR INVESTMENT OFFERINGS

Iroquois Valley's debt and equity offerings allow investors to directly support the growth of this movement by supporting family farms and expanding organic farmland acreage.

## HOW YOUR INVESTMENT WORKS

Your investment capital is used to provide secure land access to organic farmers through innovative leases and mortgages. The company's revenue comes in the form of rent and interest payments. Cash returns to investors are a reflection of that revenue less corporate operating costs. We target market rate returns for the asset class.



### POSITIVE IMPACTS

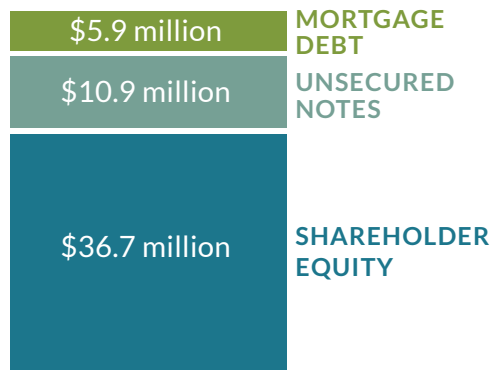
- Climate Change Solutions
- Land Security for an Organic Future
- Prosperity for Rural Communities
- Ecosystem Services & Soil Health
- Nutritious Food for Human Health
- Environmental Sustainability

## INVESTOR BASE

Iroquois Valley has received investment support from a variety of sources including individuals, trusts, foundations, non-profits, corporations and family offices. The average investment is approximately \$100,000. Iroquois Valley has a broad, diversified capital base from investors holding more than 400 unique investments. Their patient capital is vital in providing long-term support for organic farmers.

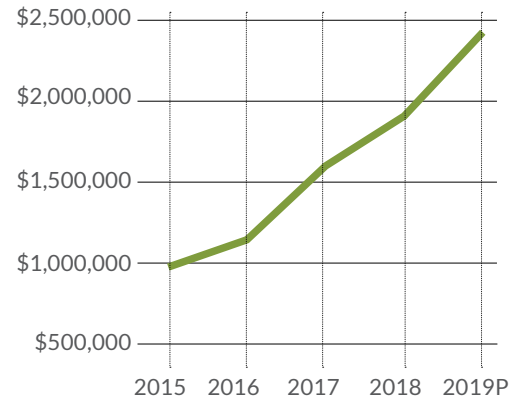
## PORTFOLIO CAPITALIZATION

**TOTAL ASSETS: \$53.5 MILLION**



## PERFORMANCE HISTORY

### REVENUE



### ANNUALIZED RETURNS

THREE YEARS <sup>^</sup>	1.76%
FIVE YEARS	1.63%
SEVEN YEARS	2.40%
SINCE INCEPTION	9.31%

Calculation reflects combination of share price appreciation and cash distributions

<sup>^</sup>Investor liquidity starts after a five-year lock up

### CREDIT LOSS HISTORY

YEAR	BAD DEBT* / ASSETS
2015	0.00%
2016	0.20%
2017	0.00%
2018	0.40%

\*Reflects interest and lease reserves



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Public Benefit Corporation  
Est. 2007

