

## VALUATION - DECEMBER 31, 2020

On April 30, 2021, the Board of Directors approved \$618/share as the new value of our shares. This price will be used in upcoming sales of our REIT Equity Shares following SEC qualification of our updated Offering Circular. All current shareholders' total stock value now equals the number of shares they own multiplied by this updated share price.

This new share price reflects Iroquois Valley Farmland REIT, PBC value as of December 31, 2020, but is effective as of the approval date (April 30, 2021). The new price reflects a 3.86% increase in the value from last year's price of \$595 per share.

Shares are not available for purchase from the Company at this new valuation until the Company's Post-Qualification Amended Offering Statement on Form 1-A/A POS is qualified by the SEC.

The methodology used to determine this share price is consistent with our historical practice. Here is a synopsis for your review:

- The Company obtains the equity value as reported in our audited financial statements. This is reflected in the "Book / Cost Basis" column in the table below. We do not believe this represents the market value of our assets and do further analysis to obtain a representative market value.
- For our owned real estate, our starting point for market value is independent third-party appraisals and valuations.
- Given that we believe organic farmland is undervalued in most standard appraisals and comparable analyses, we add an incremental value of five-percent for farms that have gone through organic transition and have received certification.
- We believe the book value of the mortgages represents the current market value given our fixed-rate terms are limited in duration and most loans have floating rate mechanics after the initial fixed period. Additionally, we have included loss reserves in the book value as reported in our financials to capture principal repayment risks.
- After compiling a market asset value, our board also added a 10% operating company premium. The premium is based, among many things, on:
  - the diversification value that a corporate portfolio brings,
  - our track record of selecting farmland tenants,
  - the business relationships that we have developed with generations of farmers, farmer associations, and farmer cooperatives
  - our growth potential (including our expanding mortgage business),
  - our history of innovation in conservation finance and the impact investing space,
  - our scalability as a decentralized entity in the high growth organic market, and
  - the future earnings potential and economic efficiencies of our new REIT structure.

The table below outlines various steps and figures associated with our board-approved valuation of \$618 per share (fully diluted). The figures in the table below are as of December 31 of the respective year.

	2019 Market Valuation	2020 Valuation	
		Book / Cost Basis	Market Asset Value
Investments in Farmland	\$39,560,648	\$47,168,492	\$47,453,310
Investments in Farmland Mortgages (1)	12,784,741	17,219,596	17,219,596
Cash	1,629,184	3,559,309	3,559,309
Receivables and Accrued	579,375	765,368	765,368
Other	189,752	146,311	146,311
<b>Total Assets</b>	<b>\$54,743,700</b>	<b>\$68,859,076</b>	<b>\$69,143,894</b>
<b>Total Liabilities</b>	<b>\$17,483,245</b>	<b>\$20,451,697</b>	<b>\$20,451,697</b>
<b>Equity Value</b>	<b>\$37,260,455</b>	<b>\$48,407,379</b>	<b>\$48,692,197</b>
Shares Outstanding	68,671.22	86,499.12	86,499.12
Equity Value per Share	\$543	\$560	\$563
Equity Value per Share (diluted)	\$542	\$559	\$561
Operating Company Premium (2)	\$3,726,046		\$4,869,220
Adjusted Equity Value (3)	\$40,986,500		\$53,561,417
Adj. Equity Value per Share	\$597		\$619
Adj. Equity Value per Share (diluted)	\$595		\$618

Note: 2019 figures as of December 31, 2019. 2020 figures as of December 31, 2020.

Note: Diluted share count reflects the effects of option dilution on the value per share calculation.

(1) Book basis net of allowances for loan losses and reflects estimated market value.

(2) Reflects a 10% premium applied to the equity value.

(3) Equals Equity Value plus Operating Company Premium.

#### Important Note Regarding this Determination of Share Value

Please note that our Board of Directors has determined the share value on the basis outlined here. This price, while based on the management's best estimate of the market value of our assets, and consistent with our recent valuation practices, may not bear any relationship to what our assets or shares would sell for in an open market or in the event of a liquidation. There is generally no public market for our shares. Because the share value is not

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based upon any public market valuation, the value may be higher than the proceeds that you would receive upon liquidation or a resale of your shares if they were to be listed on an exchange or actively traded by broker-dealers.

The current share price will also be used to determine the repurchase price of shares under our Stock Redemption Program, at such time that the Company offers to redeem shares under that program. So similar cautions apply to the extent you may seek to redeem your shares in the future. Share value for redemption purposes will continue to be calculated by means determined by the Board, and there may not be a public market to compare or verify this price.

#### Forward-Looking Statements

This memo contains forward-looking statements. You can identify these forward-looking statements by the use of words such as “outlook,” “believes,” “expects,” “potential,” “continues,” “may,” “will,” “should,” “could,” “seeks,” “projects,” “predicts,” “intends,” “plans,” “estimates,” “anticipates” or the negative version of these words or other comparable words. Such forward-looking statements are subject to various risks and uncertainties, including those described under the section titled “Risk Factors” in the Company’s Offering Statement, as amended, on Form 1-A/A dated July 10, 2020, filed with the SEC, as such factors may be updated from time to time in the Company’s subsequent filings with the SEC, which are accessible on the SEC’s website at [www.sec.gov](http://www.sec.gov). Accordingly, there are or will be important factors that could cause actual outcomes or results to differ materially from those indicated in these statements. These factors should not be construed as exhaustive and should be read in conjunction with the other cautionary statements that are included in the Company’s filings with the SEC. The Company undertakes no obligation to update or review any forward-looking statement, whether as a result of new information, future developments or otherwise, except as required by law.