



IROQUOIS VALLEY
FARMLAND REIT



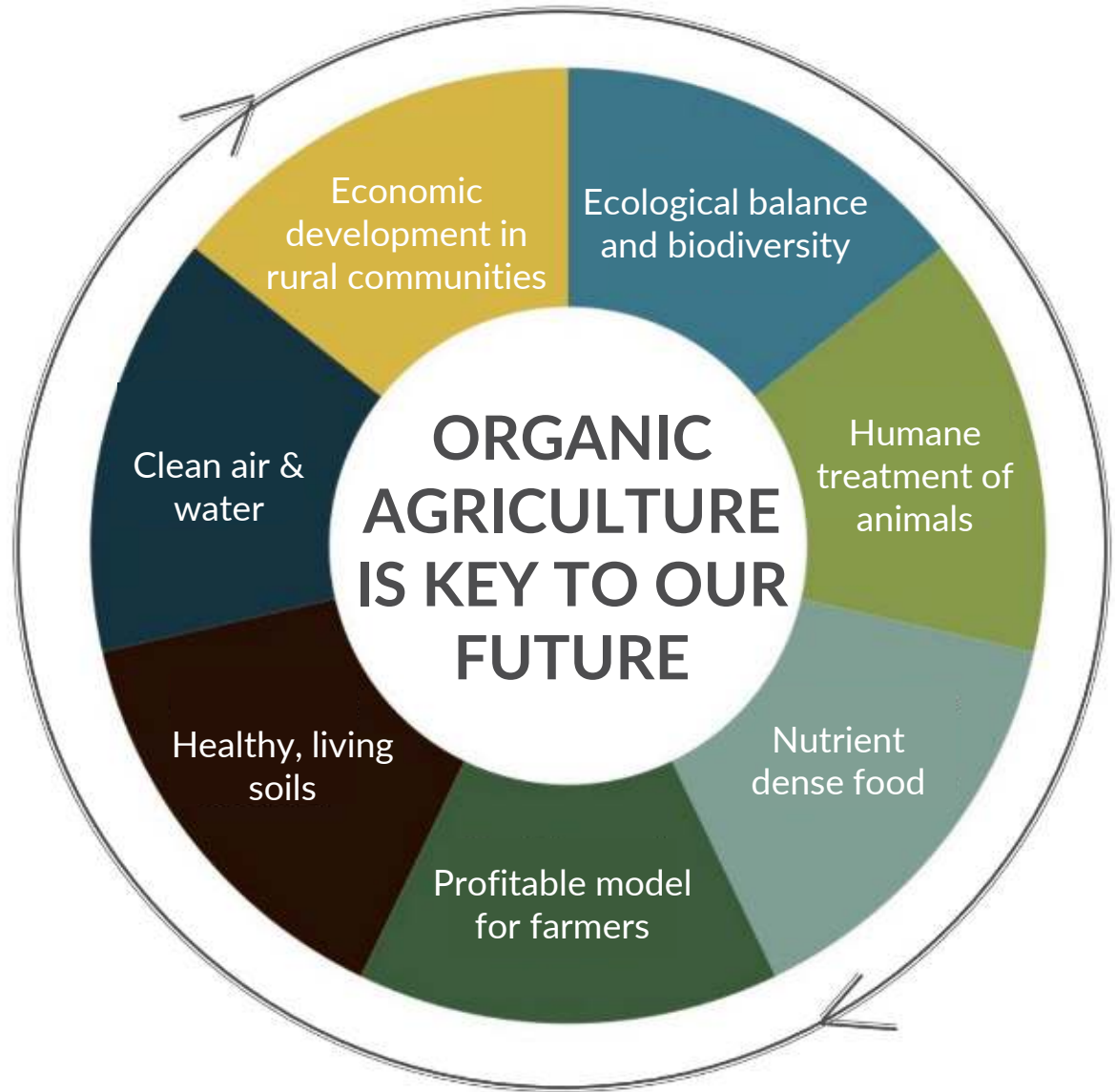
Investor Presentation
October 2021



Iroquois Valley Farmland REIT is a real estate investment company that provides land access and working capital for the next generation of organic farmers through innovative mortgages, leases, and operating lines of credit.

USDA ORGANIC STANDARD

“Cultural, biological and mechanical practices that support the cycling of on-farm resources, promote ecological balance, and conserve biodiversity”



BUT ONLY

1%

OF U.S. FARMLAND
IS CERTIFIED ORGANIC

FARMERS FACE MANY
BARRIERS TO ESTABLISHING
AND EXPANDING ORGANIC
FARMS, INCLUDING:

- Access to land
- Access to financing
- Support through the 3-year transition to organic
- Shared risk from lenders
- Long-term commitment from financial partners

IROQUOIS VALLEY EXPANDS ORGANIC

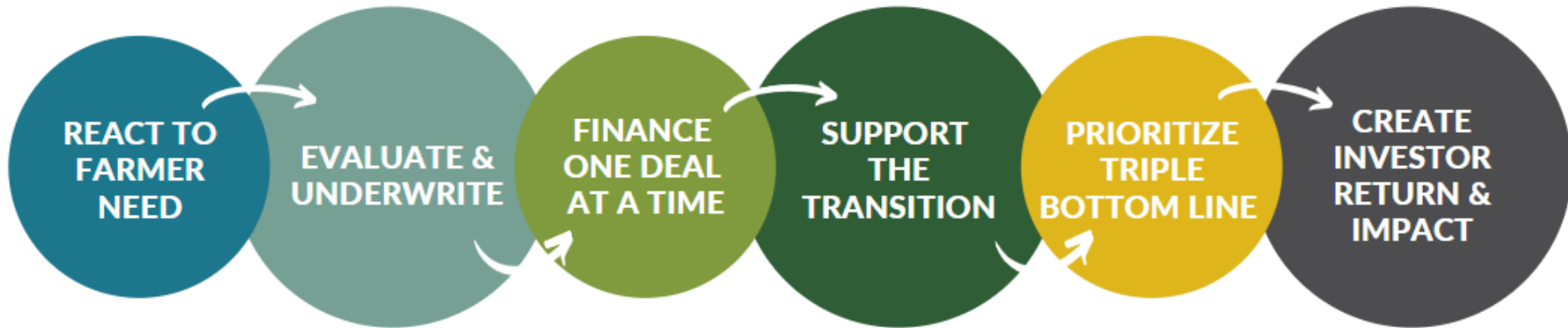
BARRIERS TO ENTRY

- Access to land
- Access to financing
- Support through the 3-year transition to organic
- Shared risk from lenders
- Long-term commitment from financial partners

OUR SOLUTION



OUR MODEL FOR GROWTH IS UNIQUE



FARMERS

+



IROQUOIS
VALLEY

+



INVESTORS

BUILT FOR SCALE & IMPACT

Investor Capital Finances Organic Farmland, Creating Financial Returns and Positive Impacts



ARRAY OF POSITIVE IMPACTS

Nutritious
Food for
Human
Health

Land Security
for an
Organic
Future

Prosperity
for Rural
Communities

Ecosystem
Services &
Soil Health

Climate
Change
Solutions

Environmental
Sustainability

FIRST DEAL – JANIE’S FARM

FARMERS

Harold & Ross Wilken – Iroquois County, IL

SIZE

457 acres of certified organic farmland

WHAT THEY RAISE

Edible beans and grains, with a focus on specialty milling grains for flour.

NOTABLE FACTS

- With the support of bakeries, Harold built a mill to process organic grains, which began operating in 2017. Janie’s Mill is the only organic flour mill in its area.
- In Spring 2020, Janie’s Mill was featured in BBC News for its success during COVID-19.



NEW DEAL – PRAIRIE GRASS RANCH

FARMER

Jody & Crystal Manuel – Hill County, MT

SIZE

3,665 acres of certified organic farmland

WHAT THEY RAISE

Diversified crop rotation of heritage grains & beans including lentils, peas, chickpeas, alfalfa, sanfoin, kernza, and grass-fed beef.

NOTABLE FACTS

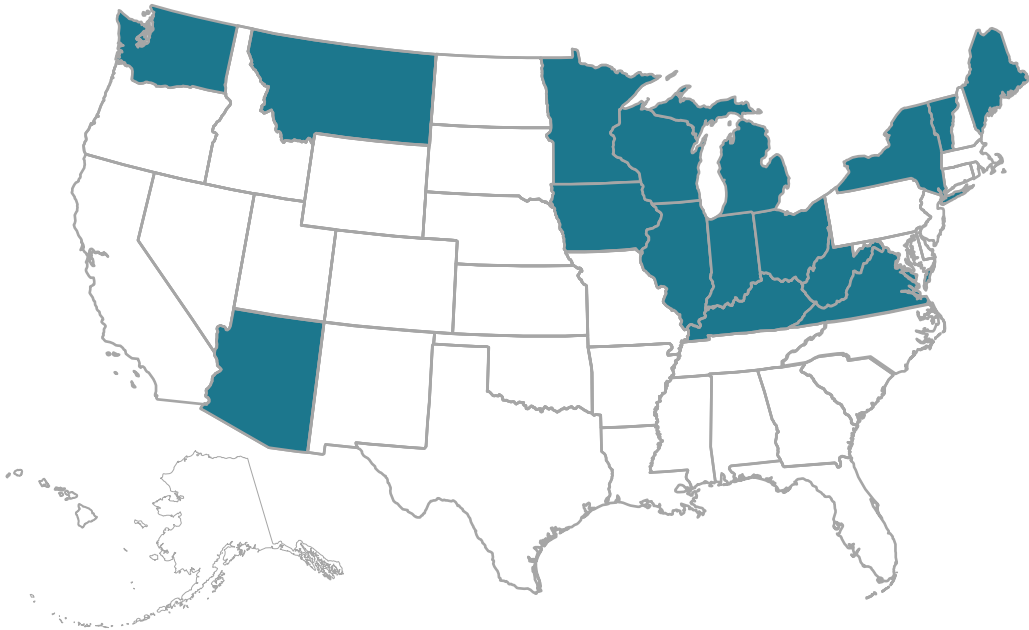
- In spring 2020, the Manuels planted their first test acres of kernza®, the perennial grain developed by The Land Institute. They plan to have all of their cropland established in perennials by 2025, which will allow them to move to a no-till system.



Photo Credit: Big Sky Journal

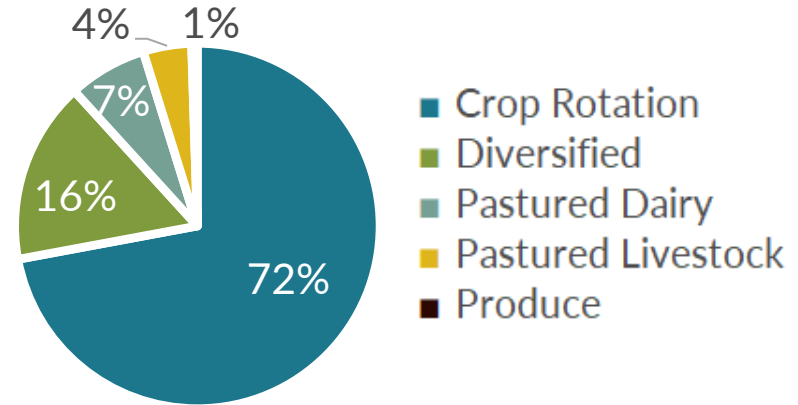
OUR PORTFOLIO TODAY

INVESTMENT MAP

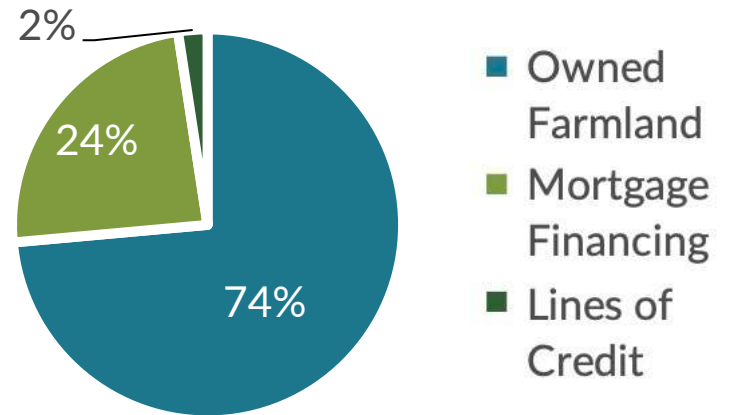


Iroquois Valley has made nearly **110** farmland investments since its inception and currently has **99** active investments in **80** properties. The **99** investments include **50** long-term leases, **39** mortgages, and **10** lines of credit. Our farmers are rooted in **49** counties across **16** states.

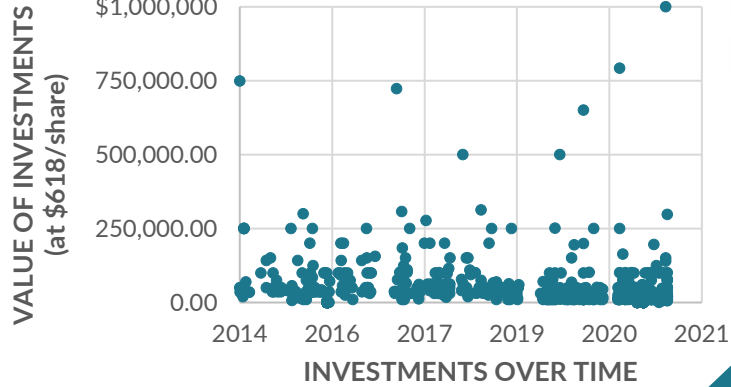
PRODUCTION MIX



PORTFOLIO BREAKDOWN

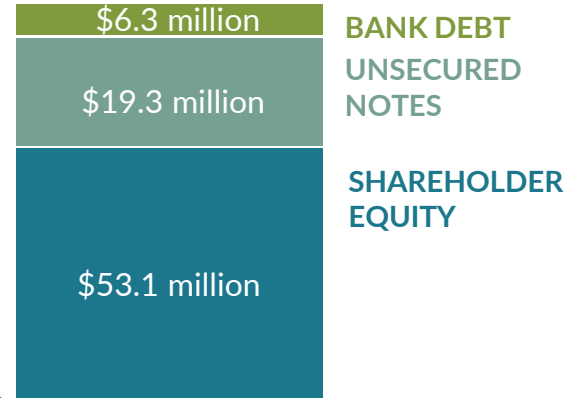


EQUITY INVESTMENTS



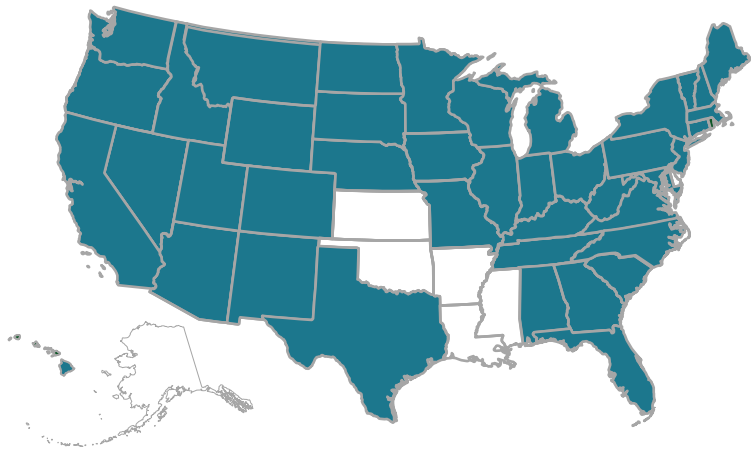
CAPITALIZATION

TOTAL ASSETS: \$78.7 MILLION



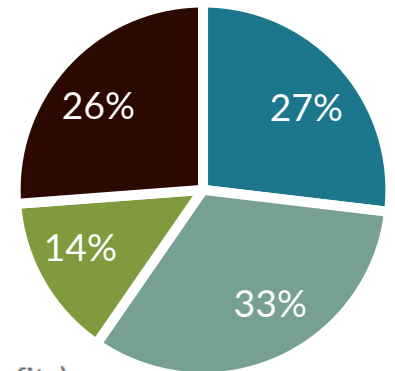
WE HAVE A DIVERSE BASE OF INVESTORS

INVESTOR LOCATIONS

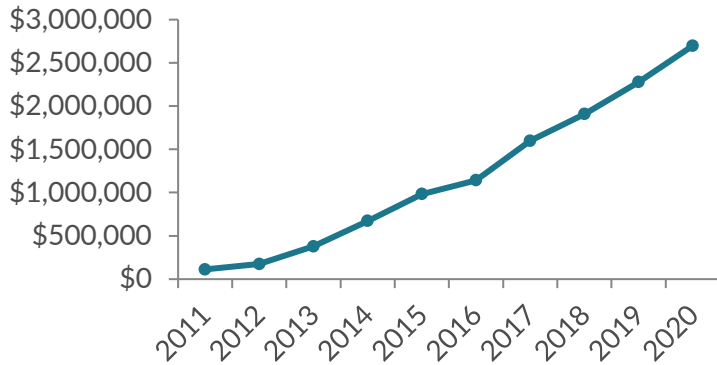


ACCOUNT TYPE

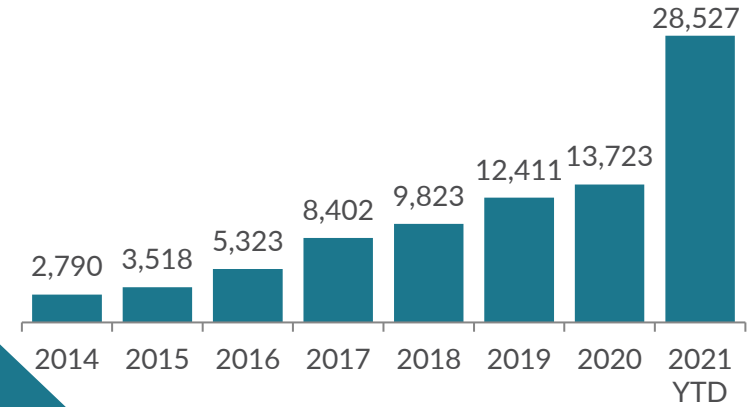
- Individual & Joint
- Trust
- Retirement
- Entity (Includes Foundations, Family Offices, LLCs, Non-Profits)



REVENUE

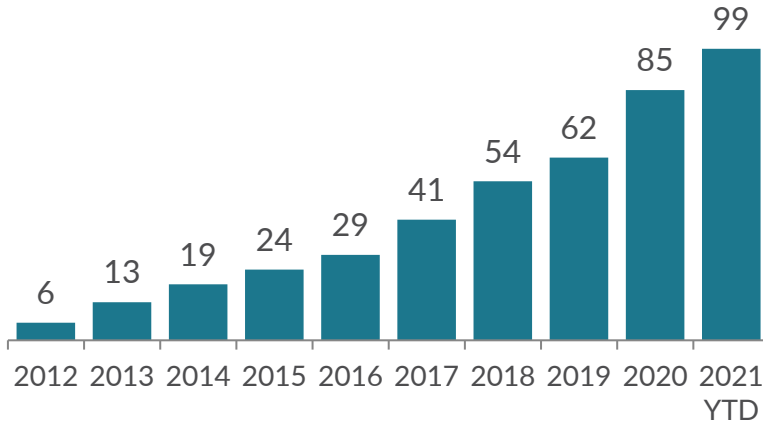


OWNED & FINANCED ACRES

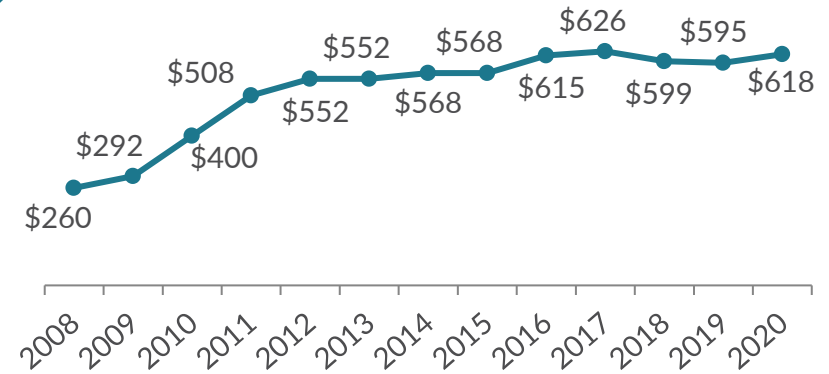


**A TRACK
RECORD OF
GROWTH &
SUCCESS**

NUMBER OF INVESTMENTS



SHARE PRICE



OUR IMPACT

+ ORGANIC FARMERS
IROQUOIS VALLEY

WE CREATE PUBLIC BENEFIT BY ENABLING HEALTHY FOOD PRODUCTION, RESTORING SOIL, AND IMPROVING WATER QUALITY THROUGH THE ESTABLISHMENT OF SECURE AND SUSTAINABLE FARMLAND TENURE.

HUMAN HEALTH

as result of healthy food grown in nutrient rich, living soil



SOIL HEALTH

leads to biodiversity, clean waters, and carbon sequestration



PLANET HEALTH

as result of thriving ecosystems and carbon sequestration

OUR COMMITMENT TO CONTINUOUS IMPROVEMENT

We take pride in our commitment to impact and creating public benefit through our work. Our farmers do too, and some have gone above and beyond USDA-certified organic to recognize their practices and differentiate themselves in the market.





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SOCIAL MEDIA



Photo Credit: Prairie Fruits Farm & Creamery