FARMLAND PEIT

Investor Presentation November 2022

TULIP TREE GARDENS | ILLINOIS



Iroquois Valley Farmland REIT is a real estate investment company that provides organic and regenerative farmers land security and working capital through long-term leases, mortgages, and operating lines of credit. Our REIT is incorporated as a Public Benefit Corporation and B Corp.



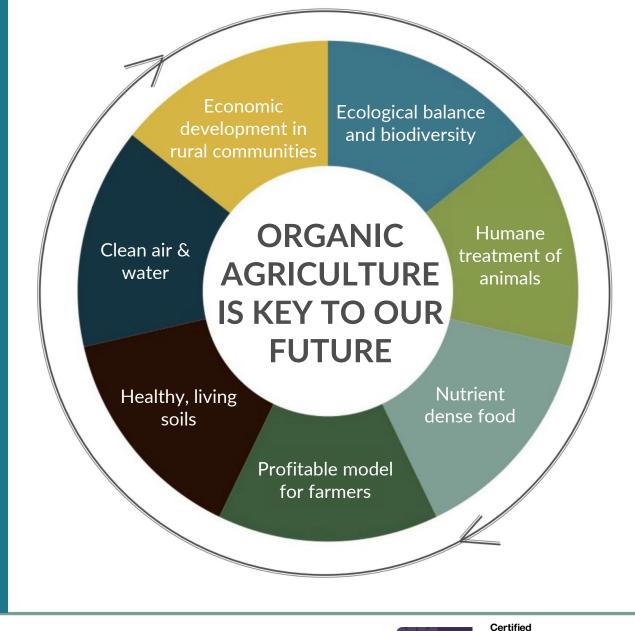




USDA ORGANIC STANDARD

"Organic practices have the power to increase productivity of the land over time, building fertility and biodiversity for the next generation."

> USDA Organii









BUT ONLY



OF U.S. FARMLAND IS CERTIFIED ORGANIC

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

- Access to land
- Access to financing
- Financial support through the 3year transition to organic
- Support from conventional farmers in their community
- Shared risk from lenders
- Long-term commitment from financial partners







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IROQUOIS VALLEY EXPANDS ORGANIC

BARRIERS TO ENTRY

• Access to land

- Access to financing
- Financial support through the 3-year transition to organic
- Support from conventional farmers in their community
- Shared risk from lenders
- Long-term commitment from financial partners

LEASES & MORTGAGES PROVIDE LAND ACCESS

OUR SOLUTION



LONG-TERM COMMITMENTS FROM DIVERSE INVESTOR BASE

RETURNS LINKED TO FARMER PERFORMANCE

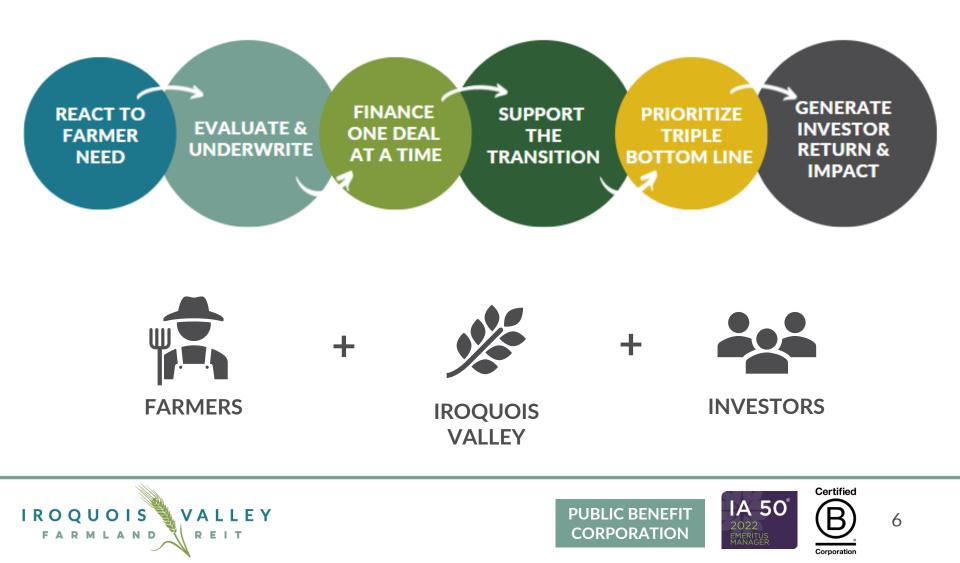






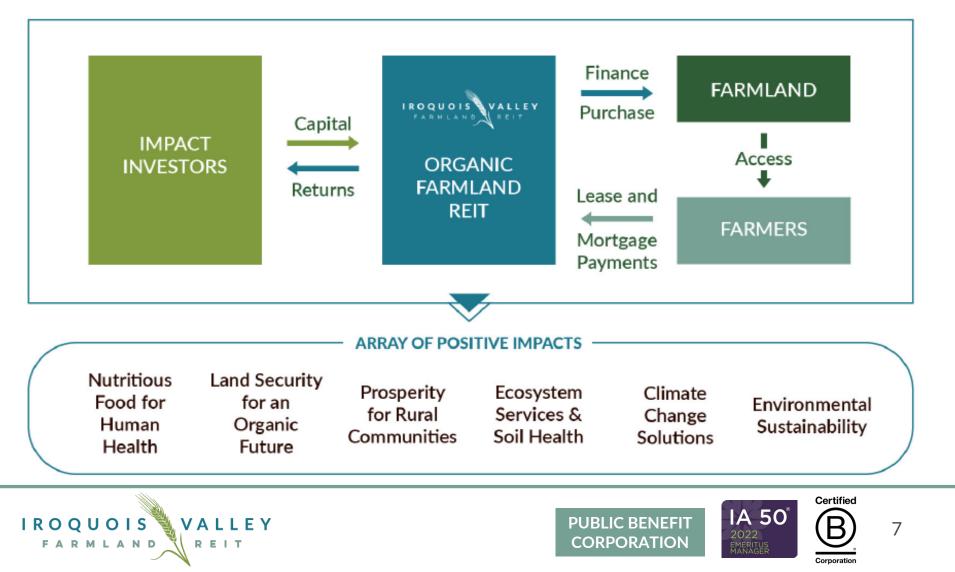


OUR MODEL FOR GROWTH IS UNIQUE



BUILT FOR SCALE & IMPACT

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



OUR 18TH STATE – ELI'S RIDGE

FARMERS

Shawn & Jennifer Hatley – Stanly County, NC

SIZE

108 acres of transitional farmland

WHAT THEY RAISE

Sheep, pigs, cows, ducks, and chickens within a perennial pasture and forest-based farming system (also known as silvopasture).

NOTABLE FACTS

• The Hatleys have created a collection of products and brands to bring their value-added farm products to market. In July, they purchased Rayfield Meat Center, a USDA inspected processing facility in neighboring Anson County, to vertically integrate operations and serve more farmers and eaters in the region.















A VETERAN FARMER – BLACK WIND FARM

FARMERS

Justin Butts – Albany County, NY

SIZE

103 acres of transitional farmland

WHAT HE RAISES

Heritage breed pigs, sheep, broiler and laying chickens, and whole turkeys, in addition to growing produce.

NOTABLE FACTS

- Justin was the livestock manager at Soul Fire Farm, "an Afro-Indigenous centered community farm committed to uprooting racism and seeding sovereignty in the food system."
- He plans to plant a windbreak along the farm and restore four acres of wetlands and riparian habitat while maintaining perennial pasture.









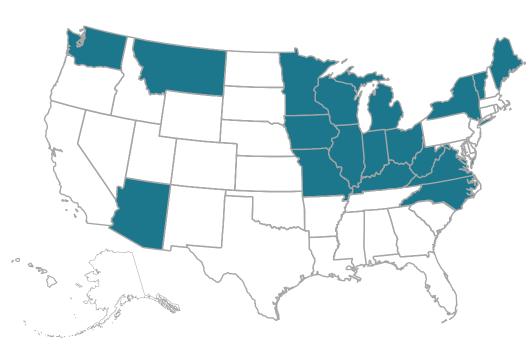




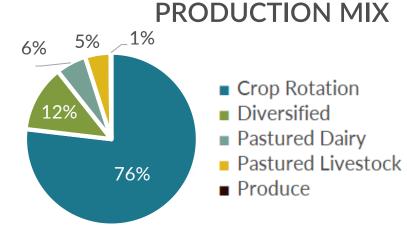


OUR PORTFOLIO TODAY

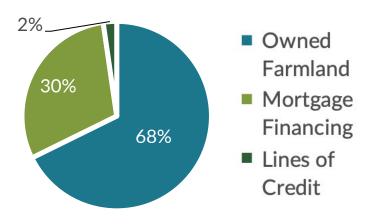
INVESTMENT MAP



Iroquois Valley has made over 130 farmland investments since its inception and currently has 112 active investments in 92 properties. The 112 investments include 57 long-term leases, 43 mortgages, and 12 lines of credit. Our farmers are rooted in 48 counties across 18 states.



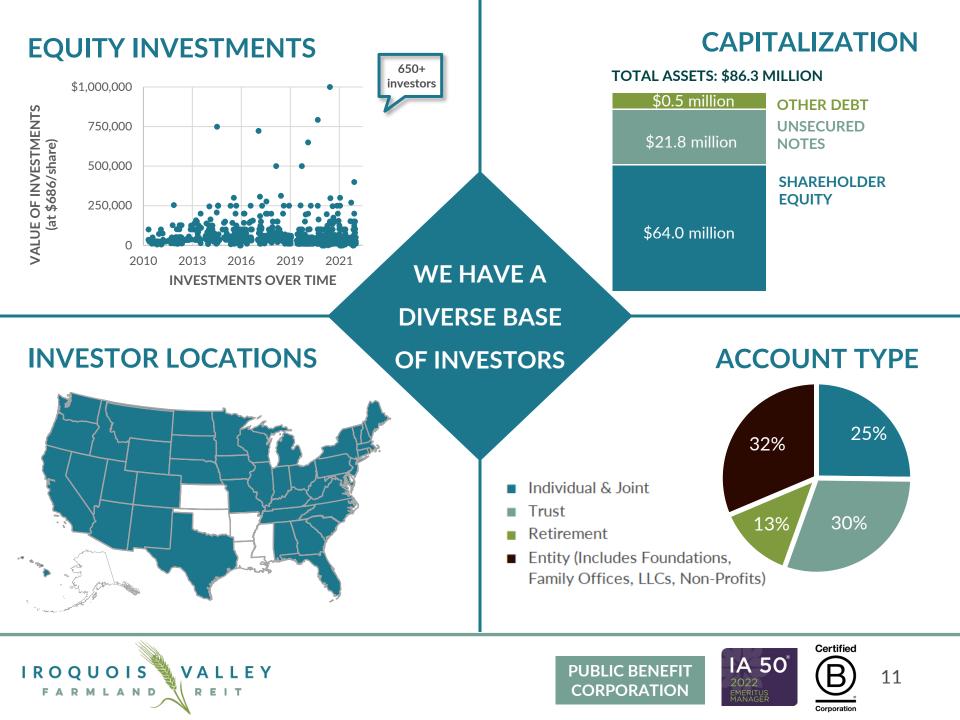
PORTFOLIO BREAKDOWN





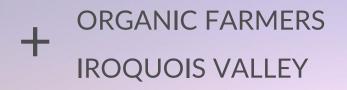






OWNED & FINANCED ACRES REVENUE 30,065 29,996 \$4,000,000 3,000,000 13,723 12,411 2,000,000 8,402 9,823 2,790 3,518 _ 1,000,000 0 2012 201320142013201201201201201201202202 **A TRACK** 2014 2015 2016 2017 2018 2019 2020 2021 2022 YTD **RECORD OF GROWTH** & NUMBER OF FARM SHARE PRICE **SUCCESS INVESTMENTS** \$686 ^{\$730} 112 \$626 99 \$595 \$568 \$552 85 \$508 \$618 \$615 \$552 \$568 \$599 62 54 \$292 \$400 41 29 24 19 \$260 2014 2015 2016 2017 2018 2019 2020 2021 2022 YTD Certified IA 50° **PUBLIC BENEFIT** IRO QUOIS VAL FΥ 12 2022 CORPORATION REIT Corporation

OUR IMPACT



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



leads to biodiversity, clean waters, and carbon sequestration

PLANET HEALTH

as result of thriving ecosystems and carbon sequestration









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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.















INVESTMENT OPPORTUNITIES

REIT EQUITY SHARES

Own stock in a diversified portfolio of organic farmland supporting independent farmers

"Growth and income" return: dividend plus appreciation of shares over time

Accessible minimum investment: \$10,220 (14 shares)

Redemption rights accrue after 5 years

Available to retail investors*

*Investment amount must not exceed 10% of annual income or net worth

SOIL RESTORATION NOTES

Loan Iroquois Valley capital to acquire farmland

Receive 2% annual return in semi-annual interest payments

5-year term

Accessible minimum investment: \$50,000

Available to accredited investors only*

*For more information on what defines an accredited investor, please visit the SEC website or reach out to our investment department at invest@iroquoisvalleyfarms.com

LOCAVORE FARM | ILLINOIS













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SOCIAL MEDIA







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