

# FACT SHEET

November 2023

## WHAT WE DO

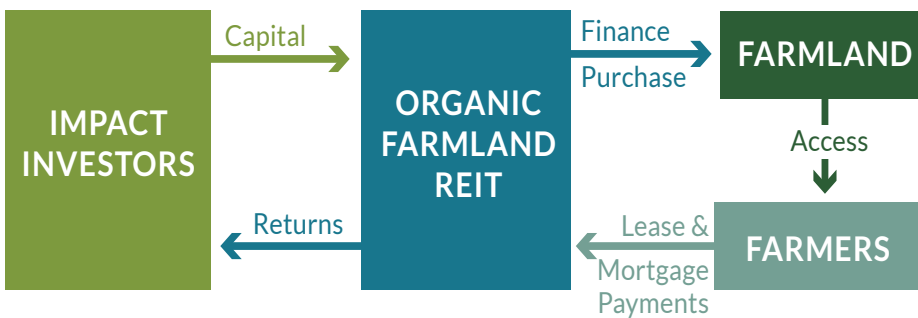
Iroquois Valley addresses one of the biggest barriers to the expansion of organic farming: patient capital. Our innovative leases and mortgages allow organic farmers long-term land security. Our operating lines of credit improve on-farm cash flow so that farmers can invest in their land. Each investment the Company makes represents a direct partnership with an independent organic farm.

## OUR INVESTMENT OFFERINGS

Iroquois Valley raises capital through two unique securities. REIT Equity Shares (stock) offer investors direct ownership in a diversified portfolio of organic farmland. Rooted in Regeneration Notes (unsecured promissory notes) provide exposure to the organic market while generating a fixed-income return. Both of these offerings support us in our mission to expand the amount of organic farmland across the United States.

## HOW YOUR INVESTMENT WORKS

Your investment is used to purchase farmland (that is leased to farmers), finance farmland through mortgages, and provide operating lines of credit to organic farmers. Company revenue is generated through lease, mortgage, and interest payments from organic farmers. The Company's operations are funded by this revenue and reflected in our financial statements, and dividends to equity investors are based on Company net income (as required by REIT rules). The Company shares risk with the farmers working the land, and annual cash returns reflect the general success of the farms in the portfolio.



### POSITIVE IMPACTS

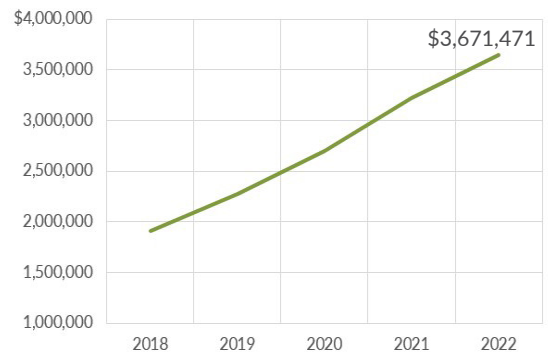
Climate Change Solutions	Land Security for an Organic Future	Prosperity for Rural Communities	Ecosystem Services & Soil Health	Nutritious Food for Human Health	Environmental Sustainability
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## INVESTOR BASE

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 800 unique investments. Their patient capital is vital in providing long-term support for organic farmers.

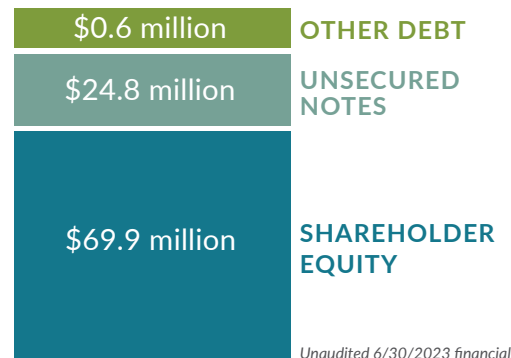
## PORTFOLIO HIGHLIGHTS

### REVENUE



## PORTFOLIO CAPITALIZATION

**TOTAL ASSETS: \$95.3 MILLION**



## SHARE PRICE



*Note: The Company recently executed an 8-for-1 forward stock split. The graph represents the post-stock split values.*

## BY THE NUMBERS

### CROP DIVERSITY

as of 2023 crop year

#### MULTI-YEAR CROP

**ROTATIONS..... 72%**

Includes grains, legumes, and hay

**DIVERSIFIED..... 13%**

More than one enterprise

**PASTURED LIVESTOCK..... 11%**

**PASTURED DAIRY..... 4%**

Fully grass-fed; some grain feeding

**PRODUCE..... 1%**

### CONSERVATION

data represents survey of farmers in the portfolio in 2022

**COVER CROPS..... 100%**

#### MAXIMIZING PLANT

**DIVERSITY ..... 92%**

#### REDUCING NUTRIENT

**INPUTS AND RUNOFF..... 100%**

## OUR FARMERS

**WOMEN FARMERS..... 71%**

Women involved in farm decision-making.

**REPEAT INVESTMENTS..... 89%**

Repeat investments within our portfolio.

**YOUNG FARMERS..... 63%**

We have invested \$65 million in young farmers, providing land access to 24,291 acres.

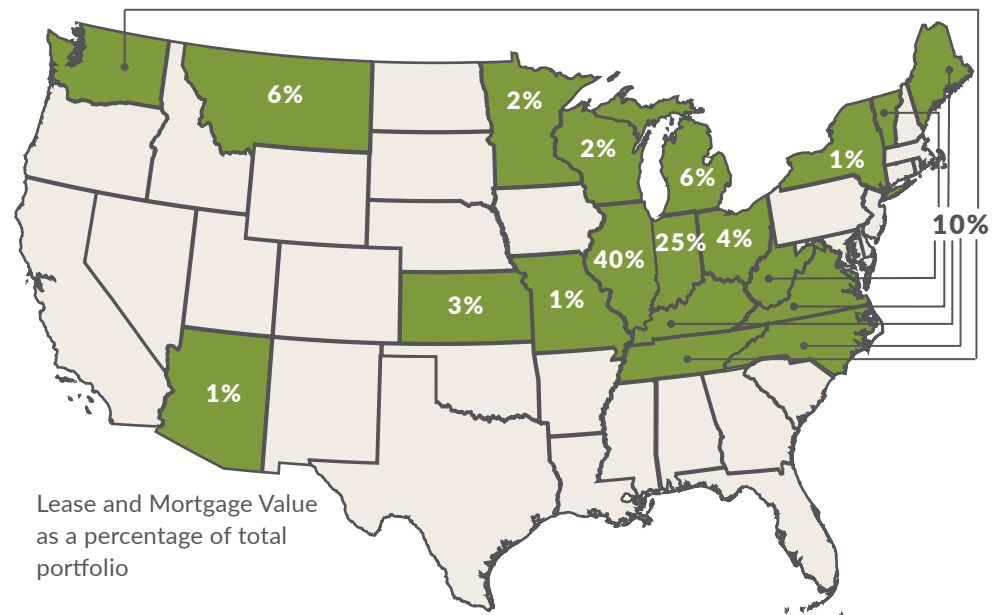
**GENERATIONAL SUPPORT. 42%**

Farmers working with the next generation to directly support farmland transfer.

## OUR PORTFOLIO

Iroquois Valley's portfolio is made up of more than 110 farmland investments, impacting over 30,000 acres of farmland and representing \$90 million in assets. We work with 65 organic farmers and farm families rooted in their communities. More than half of our farmers come from 3rd, 4th, 5th+ generation farm families. Their multi-generational experience provides a solid foundation for our business.

### INVESTMENTS BY STATE



## FUNDS FROM OPERATIONS/SHARE



Funds from operations (FFO) refers to the figure used by real estate investment trusts (REITs) to define the cash flow from their operations. FFO is calculated by adding depreciation and amortization to earnings and then subtracting any gains / adding any losses on sales.

## INVESTOR ACCESSIBILITY

Both securities are available through direct investment or via a retirement account. REIT Equity Shares are available to both accredited and non-accredited investors and can be held in some traditional brokerage firms. Rooted in Regeneration Notes are available to accredited investors only.