

FACT SHEET

October 2024

WHAT WE DO

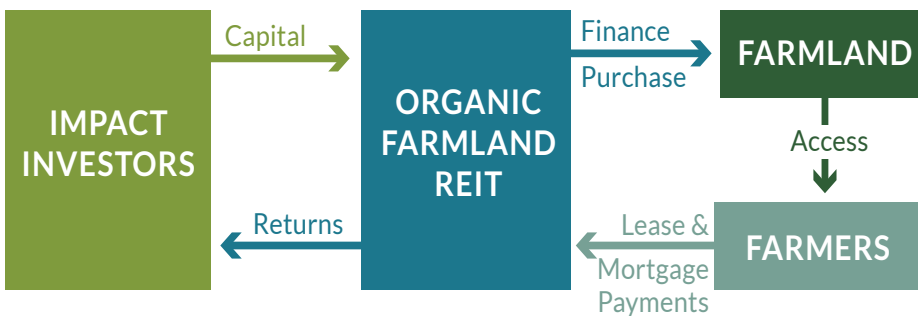
Founded in 2007, Iroquois Valley partners with farmers to transform agriculture through organic land stewardship. As a certified B Corp, the company works with impact-driven investors to provide capital to organic, regenerative, and transitioning farmers across America through long-term leases, flexible mortgages, and post-investment support. Our \$120 million portfolio spans 35,000 acres of diversified farmland (including row crops and pastured livestock) across 20 states, with a network of 70+ farmers.

OUR INVESTMENT OFFERINGS

Iroquois Valley raises capital through two unique securities: REIT Equity Shares, which give investors ownership in a diversified portfolio of regenerative farmland, achieving a 9.2% annualized return since inception and selling over \$80 million in REIT shares. The company also issues Rooted in Regeneration Notes, 3-, 5-, and 7-year fixed-rate notes focused on advancing farmland ownership for BIPOC farmers. With these notes, investors receive a fixed return, while a portion of the interest funds the RNR Pool. The RNR Pool is used to provide socially disadvantaged farmers with up to a 2% reduction discount on their mortgage interest rates.

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

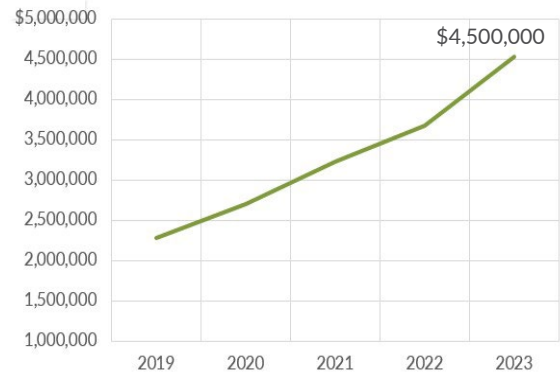
Climate Change Solutions	Land Security for an Organic Future	Prosperity for Rural Communities	Ecosystem Services & Soil Health	Nutritious Food for Human Health	Environmental Sustainability
--------------------------	-------------------------------------	----------------------------------	----------------------------------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

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 \$125,000. Iroquois Valley has a broad, diversified capital base from investors holding more than 850 unique investments. Their patient capital is vital in providing long-term support for organic farmers.

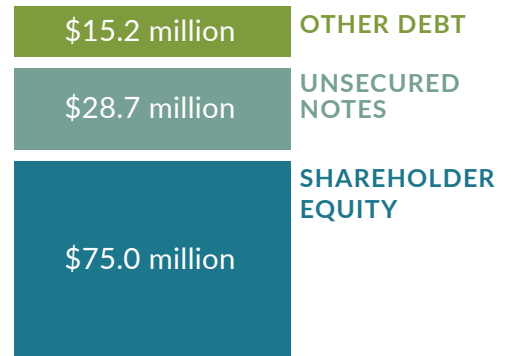
PORTFOLIO HIGHLIGHTS

REVENUE



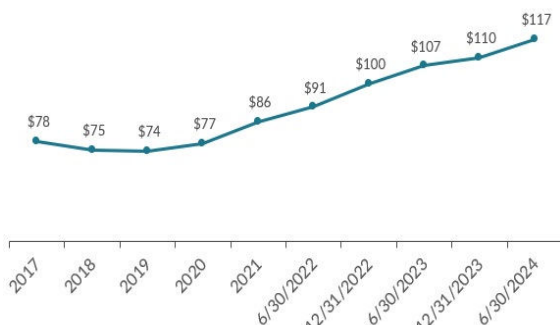
PORTFOLIO CAPITALIZATION

TOTAL ASSETS: \$118.9 MILLION



*Unaudited financials based on Company reports

SHARE PRICE



Note: In October 2023, the Company executed an 8-for-1 forward stock split. The graph represents the post-stock split values.

BY THE NUMBERS

CROP DIVERSITY

as of 2024 crop year

MULTI-YEAR CROP

ROTATIONS..... 75%

Includes grains, legumes, and hay

DIVERSIFIED..... 11%

More than one enterprise

PASTURED LIVESTOCK..... 10%

PASTURED DAIRY..... 3%

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..... 68%

Women involved in farm decision-making.

REPEAT INVESTMENTS..... 56%

Repeat investments within our portfolio.

YOUNG FARMERS..... 64%

We have invested \$85 million in young farmers, providing land access to 28,600 acres.

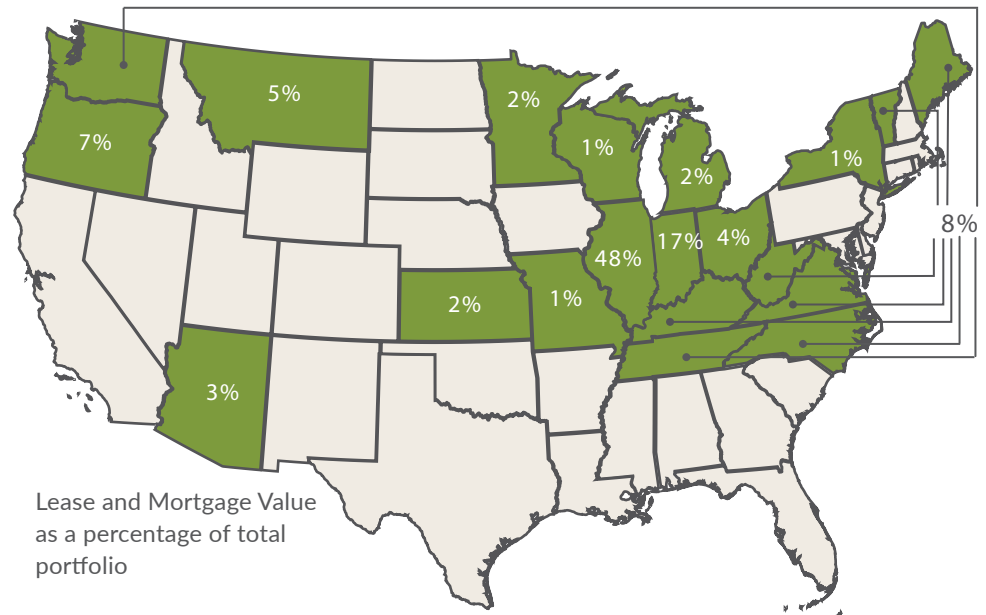
GENERATIONAL SUPPORT. 51%

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

OUR PORTFOLIO

Iroquois Valley's portfolio is made up of nearly 130 farmland investments, impacting over 35,000 acres of farmland and representing over \$120 million in assets. We work with 70 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.