



Daybreak Organic Pear & Apple Orchard

Chelan County, WA

FarmTogether Media Kit

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About FarmTogether

Firm Overview

FarmTogether is a farmland investment manager that leverages technology and data to facilitate unparalleled access to high-quality farmland assets across the United States. Our firm services individual investors, family offices, financial advisors, and institutions.

Crops & Farm Location

We specialize in high-value, permanent crops in prime growing regions of the country, including California, the Pacific Northwest, and the Upper Midwest.

Bespoke Hazelnut Orchard

FarmTogether Portfolio Example - Oregon

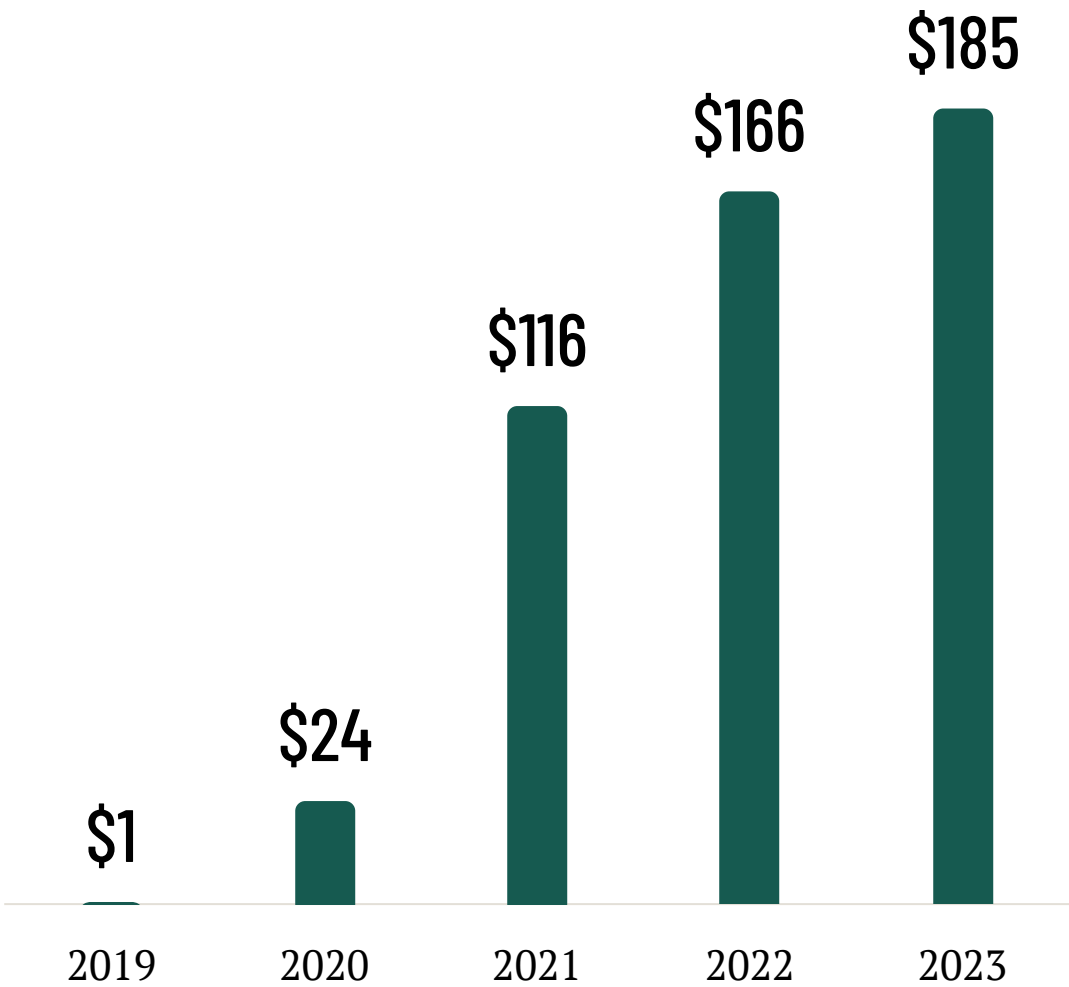
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FarmTogether Track Record – Total Portfolio Across All Products



Cumulative AUM (in millions of \$)



2017

Founded

\$16M+

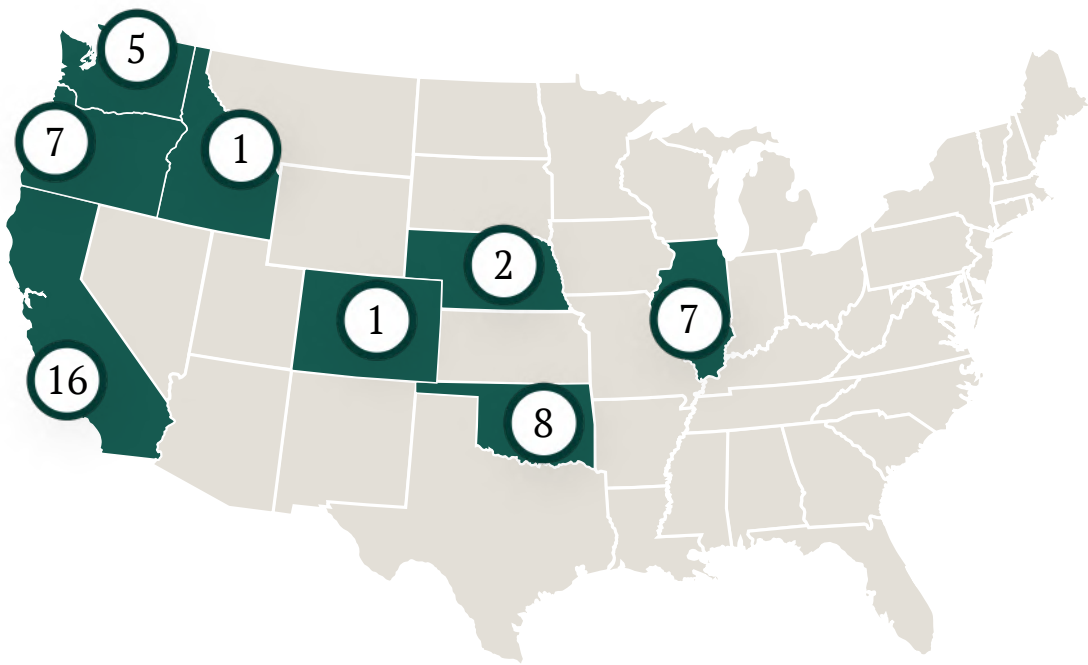
Capital Raised*

\$185M+

AUM**

Crops & Farm Locations

As of 2/01/2024



Corn

Soybeans

Oranges

Wheat

Navels

Apples

Pistachios

Wine Grapes

Pears

Almonds

Mandarins

Pecans

Hazelnuts

Lemons

*Capital Raised represents equity capital invested into the operating company, FarmTogether Inc.

**AUM is defined as the total project size of deals closed that are under the management and discretion of FarmTogether Management L.L.C., plus assets managed through a sub-advisory agreement with a 3rd party investment manager (< 10% of total AUM). Total project size is the aggregate total secured debt and equity funded for a Project.

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Data-Driven, Tech-Enabled Sourcing and Due Diligence Allow Us to Acquire High-Quality Farmland for Our Investors

\$22B+

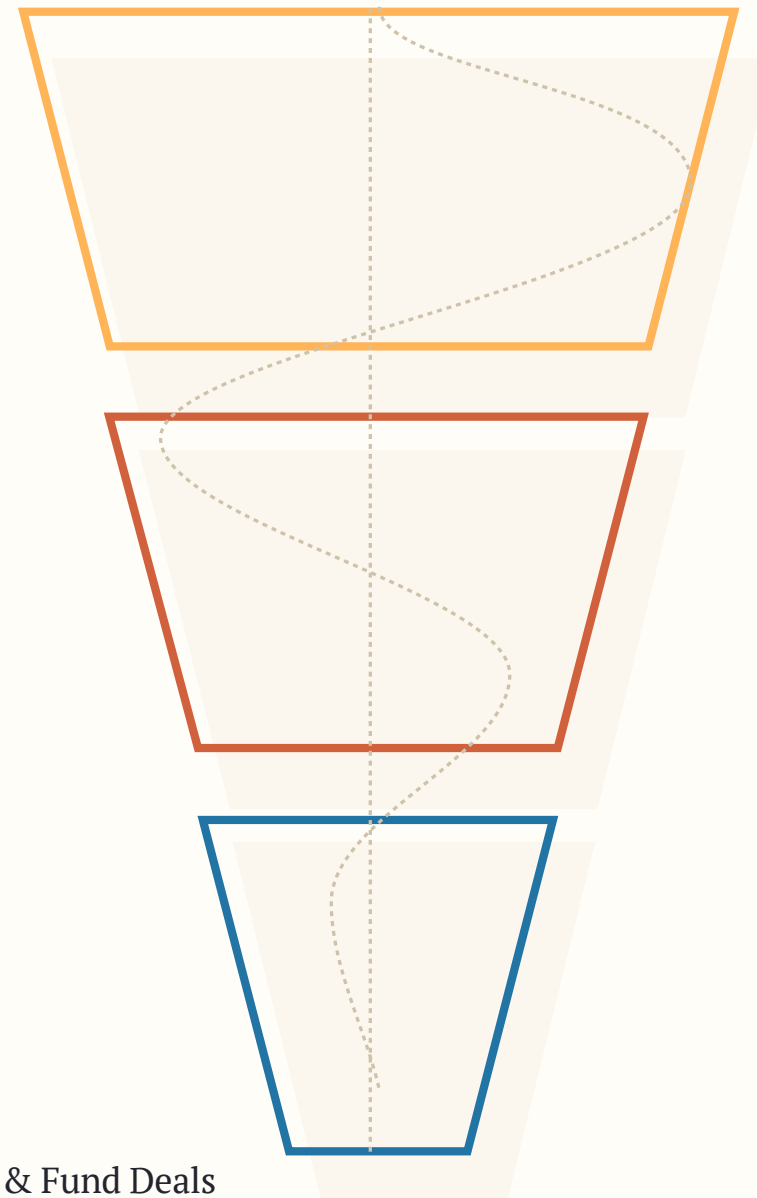
Total Dollar Value of Farmland Reviewed

9,200+

Number of Opportunities Assessed

47

Deals Eventually Brought To Investors*



Decades of experience at some of the largest and most innovative institutional funds in the world.

Rigorous 105-point due diligence checklist and conservative underwriting.

Less than 1% of all deals that enter our pipeline are eventually offered on our platform.

*Total Portfolio of Closed Bespoke, Crowdfunding & Fund Deals

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Leadership

Extensive Experience in Farmland Investing, Agriculture, and Tech Demonstrated by \$1.4B+ of Collective Capital Deployed*

Executive LeadershipTeam



Jared Hine
CEO



Artem Milinchuk
Head of Strategy / Founder



Jennifer Hoopes
General Counsel



David Chan
Chief Client Officer & Head of
Business Development



Sheryl Morse
Controller



Brittani Baxter
Head of Product &
Technology



Sara Wensley
Director of Marketing

Investment & Asset Management Team



Boyd Corkins
Head of Asset Mgmt



Josiah Terrell-Perica
Director of Investments



Gretchen Montague
Asset Manager



Dale Arthur
Senior Farmland Manager



Jay Girotto
Row Crop Sourcing Partner

*Collective capital deployed includes capital invested prior to employment at FarmTogether.

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Sustainability at FarmTogether



FarmTogether is a member of **Leading Harvest**, an innovative nonprofit organization and industry leader in sustainability. The Leading Harvest Farmland Management Standard identifies sustainable farming practices, which require awareness and appropriate use of regional agricultural best management practices to advance sustainable agriculture.

Pistachio Orchard

California

Sustainability is an integral part of our investment and management processes. FarmTogether's agricultural operations have been certified as in conformance with the Leading Harvest Farmland Management Standard.



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Products Suited to Fit a Variety of Investment Goals



Crowdfunding Offerings

Fractional farmland ownership available to accredited investors via our all-in-one digital platform.

Starting at \$15,000.



Sustainable Farmland Fund

Diversified portfolio of high-quality sustainable farmland in an evergreen structure Fund.

Starting at \$100,000.



Bespoke Opportunities

Our farmland investment team will work with you to source a property that meets your criteria.

Starting at \$3,000,000.



Tenancy in Common

Invest alongside our crowdfunding platform through a tenancy in common (TIC)

Starting at \$500,000.

FarmTogether Value Proposition



Seasoned Investment & Asset Management Teams

- A collaborative team with cross-industry experience across farmland investing, agriculture, and tech demonstrated by \$1.4B+ of collective capital deployed;
- Robust network of industry relationships spanning operators, farmers, brokers, insurers, and investors.
- Investment and farm management experience at leading US farmland investment institutions.

Technology-Enabled Sourcing: Terra

- Growing pipeline of opportunities identified through tech-enabled automation (Terra) and our network of strategic partnerships (off-market) allows us to efficiently pursue target farms that fit our investment thesis.
- Less than 1% of all deals that enter our pipeline are eventually offered on our platform.

Comprehensive Underwriting & Rigorous Due Diligence Process

- Incorporate 150+ data sets from public, private, and proprietary sources into underwriting.
- Our 105-point due diligence checklist includes soil, leaf, water, capital improvements, title, local legislation, depth of the supporting farming ecosystem, cost of inputs, farmworker wages, and more.

Differentiated Investment Philosophy & Process

- Focus on small and mid-sized farms (\$1-15M acquisition value); 70% of US farmland is in this market.
- Emphasis on West Coast permanent crop acquisitions, a highly specialized market with fewer competitive buyers.
- Extensive partnerships on West Coast to create an operator-centric investment approach.



Pioneer Corn & Soy Farm

Rock County, NE

Why Farmland

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Third-Party Media Covering Farmland Investing



" Here is why the ultra-wealthy like Bill Gates are investing in U.S. farmland. "

Knights Landing Almond Orchard

Sutter County, CA

BARRON'S *"Farmland Is an Inflation Hedge. How to Invest."*

FORTUNE

" Billionaires are doubling down on a surprising investment - and you can access it, too. "



" Big-money investors gear up for a trillion dollar bet on farmland. "

Bloomberg

"Farmland Draws Investor Interest With Inflation Running Hot."



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Farmland Has a Historically Superior Risk-Return Profile

Compared to Traditional & Alternative US Asset Classes (1992-2023)

| | Farmland | Equities | US Bonds | Real Estate | US REITs | Gold |
|-----------------------|----------|----------|----------|-------------|----------|--------|
| Average Annual Return | 10.52% | 10.07% | 4.67% | 7.84% | 9.21% | 5.67% |
| Volatility | 6.61% | 17.71% | 5.51% | 8.05% | 19.07% | 14.35% |
| Correlation to CPI | 0.13 | -0.33 | -0.38 | 0.09 | -0.21 | -0.12 |

Data are based on annual total returns from January 1, 1992 through December 31, 2023.

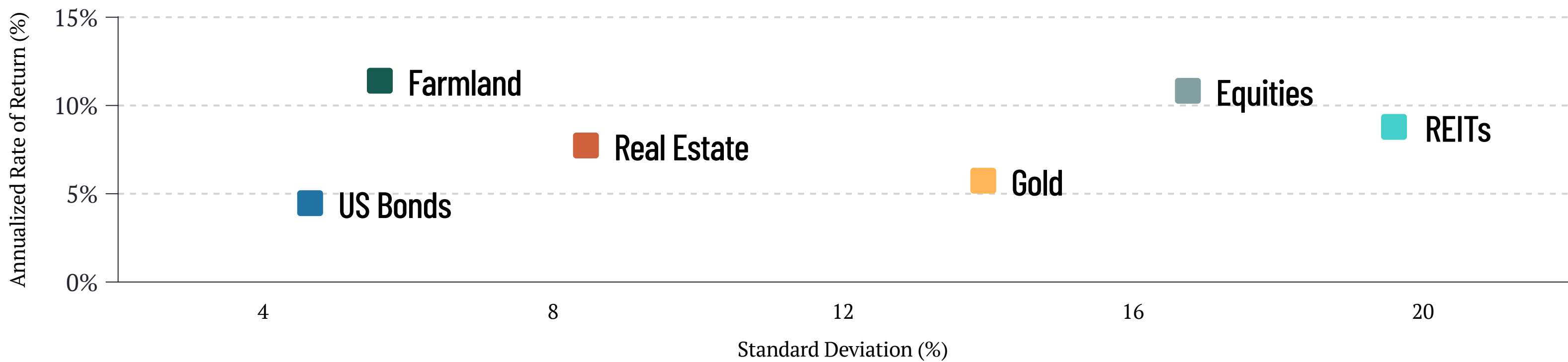
Source: Privately Held U.S. Farmland - NCREIF Farmland Index; Privately Held U.S. Commercial Real Estate - NCREIF Real Estate Index; Equities - S&P 500 Total Return Index; Bonds - Bloomberg Barclays U.S. Aggregate Index; Publicly Traded U.S. REITs - FTSE Nareit U.S. Real Estate Index; Gold - LBMA Precious Metal Prices.

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Farmland Can Boost Portfolio Performance



Leading Risk-Reward Profile (1992 - 2023)



Farmland Can Reduce Portfolio Risk

Correlation Among Different Assets from 1992 - 2023

| | Farmland | Equities | Real Estate | US Bonds | REITs |
|-------------|----------|----------|-------------|----------|-------|
| Farmland | 1.00 | | | | |
| Equities | -0.07 | 1.00 | | | |
| Real Estate | 0.44 | 0.12 | 1.00 | | |
| Gov't Bonds | -0.17 | 0.19 | -0.08 | 1.00 | |
| REITs | 0.00 | 0.49 | 0.19 | 0.28 | 1.00 |

Data are based on annual total returns from January 1, 1992 through December 31, 2023.

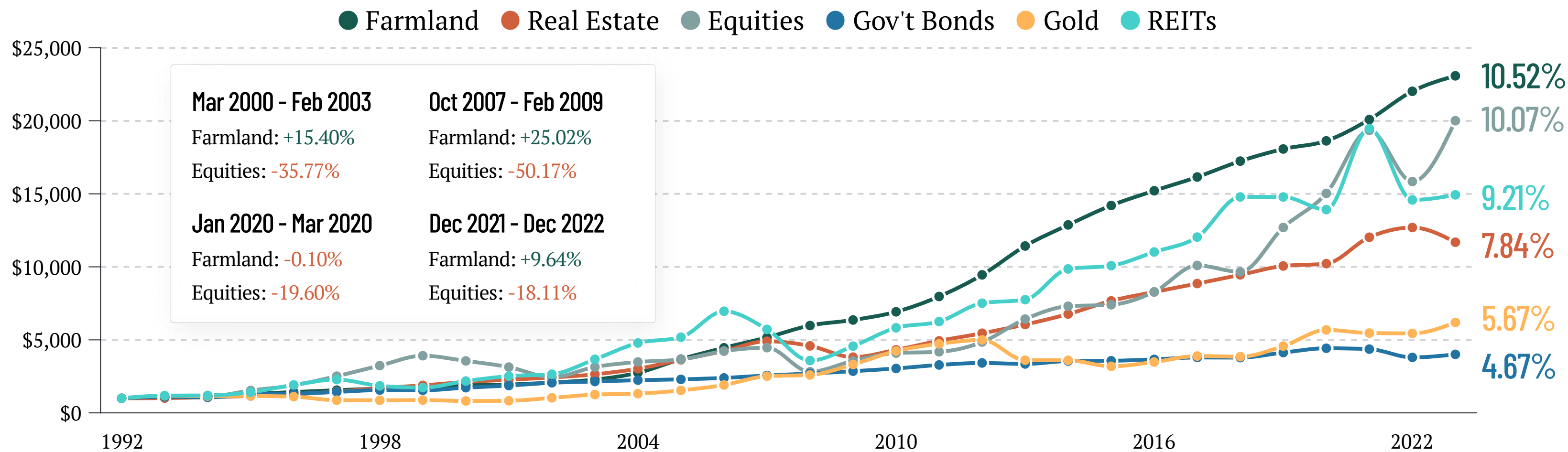
Sources: Privately Held U.S. Farmland - NCREIF Farmland Index; Privately Held U.S. Commercial Real Estate - NCREIF Real Estate Index; Equities - S&P 500 Total Return Index; Bonds - Bloomberg Barclays U.S. Aggregate Index; Publicly Traded U.S. REITs - FTSE Nareit U.S. Real Estate Index.

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Farmland Has Delivered Strong Performance During Periods of Economic Turmoil



Investment Growth of \$1,000 (1992-2023)



Data are based on annual total returns from January 1, 1992 through December 31, 2023

Sources: Privately Held U.S. Farmland - NCREIF Farmland Index; Privately Held U.S. Commercial Real Estate - NCREIF Real Estate Index; Equities - S&P 500 Total Return Index; Bonds - Bloomberg Barclays U.S. Aggregate Index; Publicly Traded U.S. REITs - FTSE Nareit U.S. Real Estate Index; Gold - LBMA Precious Metal Prices.

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Despite Strong, Well-Established Track Record, Farmland is a Vast & Untapped Asset Class

2023 US Farmland Value

Investors
2%



\$3.3T

Families
98%

Families

- The average age of farm owners is about 60.
- Fragmented ownership: About 70% of farms are less than \$10M in value.

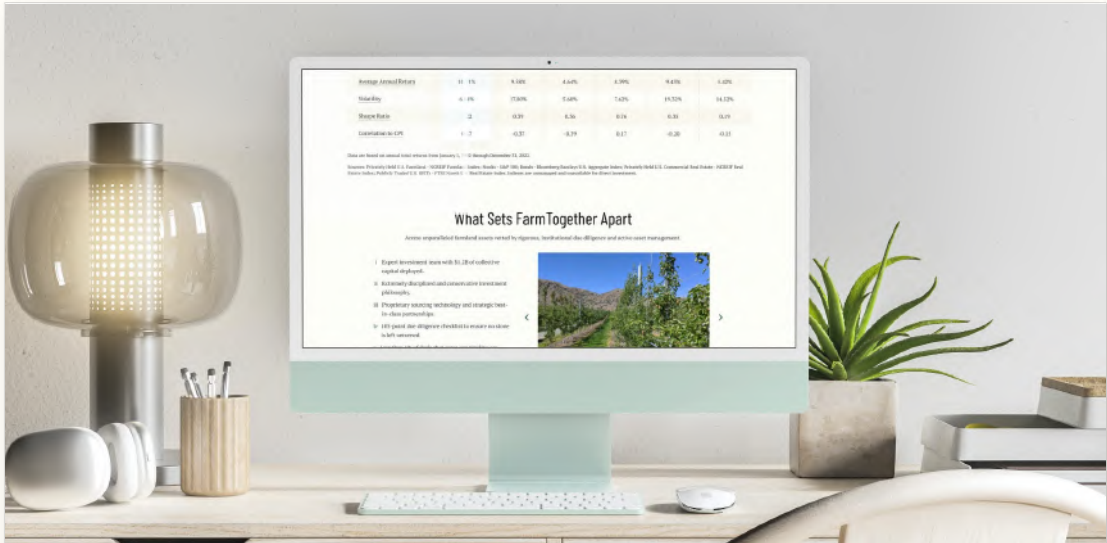
Investors

- Less than 2% of farms are owned by institutional investors.
- Opaque and highly fragmented data sources impede investment.

Sources: US Department of Agriculture; National Agricultural Statistics Services – Land Values, 2023 Summary (latest published data); USDA National Agricultural Statistics Service, Census of Agriculture, 2017 (latest published data)

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Resources



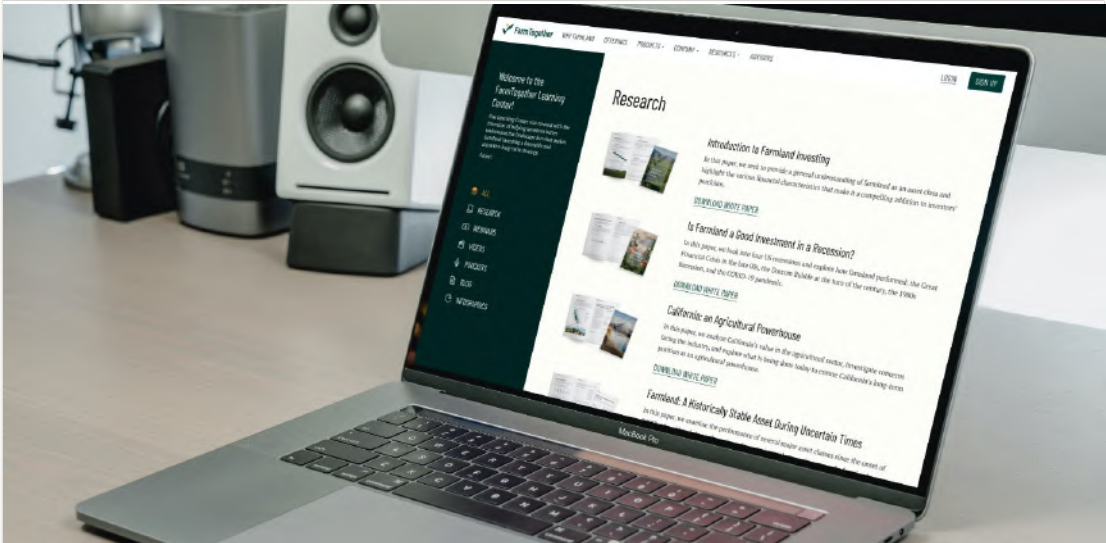
FarmTogether Website

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Endnotes



- AUM (Assets Under Management): Total Project Size of deals closed that are under the management and discretion of FarmTogether Management L.L.C., plus assets managed through a sub-advisory agreement with a 3rd party investment manager (< 10% of total AUM). Total project size is the aggregate total secured debt and equity funded for a Project.
- Target Net Returns: Target Net IRR represents an annual estimated target net internal rate of return (IRR) after fees and may differ from actual returns. Target IRR is based on investment offering due diligence conducted by FarmTogether.
- Target Net Cash Yield: Target Net Cash Yield is calculated as the average annual net payout after fees over the projected lifetime of the deal divided by the offering size. Payouts are not adjusted for a discount rate.
- Deals Funded: All deals that have been syndicated in full; these deals are either currently in escrow or have closed and are under the management and discretion of FarmTogether Management L.L.C.
- Average Annual Return: The average annual return for the respective asset class calculated as the geometric mean of the annual returns from 1992 - 2023.
- Volatility: The volatility of the annual returns for each respective asset class from 1992 - 2023.
- Sharpe Ratio: Measure of risk-adjusted return calculated by subtracting the risk-free rate from the specific asset's average annual return divided by its volatility.
- Correlation to CPI: Correlation of the respective asset class' annual returns and the Consumer Price Index Annual Average 12-Month Percent Change.