Tech-Powered Farmland Investment Platform

Driving Investment Into a Vital $10T Asset Class

Contact Us:
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FarmTogether Is...

Who We Are
Data and Tech powered platform for farmland investments.

Our Vision
Provide all investors with access to farmland investments. Provide farmers and farmland owners with access to capital.

Our Mission
Recognizing that farming is the single most vital industry on our planet, we want to drive sustainable and prosperous food systems that work for everyone in our globally connected world.
Farmland is an incredibly attractive asset class that delivers strong returns at lower levels of volatility and correlation compared to most other asset classes.

Farmland is a unique engine for sustainability – it has the potential to significantly impact 9 out of 17 UN SDGs in highly quantifiable ways.

Given the highly fragmented nature of the industry (70% of US farmland is valued at $1-10M), tech/data will be the key to better sourcing, underwriting, and impact measurement – a value proposition FarmTogether is uniquely positioned to deliver on.

Our team is ambitious, tech-savvy, and has significant institution experience with ag-related investments.

Having previously raised $2M in funding and achieved early product-market fit, we are now seeking $5M of equity and launching a $30M fund to continue our growth.
Farmland is Powerful Engine for Impact

Farmland investing’s impact includes 9 of 17 of UN’s Sustainable Development Goals

Social
Healthier Produce

Economic
Sustainable Investment

Environmental
Fewer Chemicals, Sequester CO2e
Ambitious And Experienced Team With $1.2B Deployed Into Ag

Artem Milinchuk  
CEO / Founder

David Chan  
COO / Co-Founder

Olga Ayvazyan  
Tech / Co-Founder

Josiah Terrell-Perica  
Farmland Investing

Wharton  
University of Pennsylvania

Sprott

Prudential

BARCLAYS

HARVARD BUSINESS SCHOOL

WOOD CREEK

ONTARIO TEACHERS' PENSION PLAN

Intelligence

Yandex

AMERRA

ING

FULL HARVEST

CORNELL UNIVERSITY FOUNDED 1865

FALSE CREEK
Why Invest in Farmland
Farmland is an incredibly attractive investment...

<table>
<thead>
<tr>
<th>Feature</th>
<th>Period</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Historically Attractive Returns</td>
<td>1970 - 2015</td>
<td>10.5%</td>
</tr>
<tr>
<td>Low Volatility of Returns</td>
<td>1970 - 2015</td>
<td>6.4%</td>
</tr>
<tr>
<td>Uncorrelated with Other Asset Classes</td>
<td>from 1970 to 2015</td>
<td>-0.25 to 0.30</td>
</tr>
<tr>
<td>Long-Term Tailwinds</td>
<td></td>
<td>High Demand With Decreasing Supply Recession / Inflation Resistant</td>
</tr>
</tbody>
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Source: Professor Bruce Sherrick, TIAA Center for Farmland Research, University of Illinois, NCREIF
Investors are in Dire Need of Yield and Diversification, Especially Today

Insurance Companies

68% say the low-rate environment has forced their organization to take on more risk in the search for yield.

Pension Plans

The largest public pension funds have over $1 trillion in aggregate unfunded liabilities. Low interest rates are going to make it harder for these and other pension plans to rely on investment returns alone to meet their obligations to retirees.

Non-Institutional Accredited Investors ($5-100M AUM)

They suggest seeking more diversification in other assets, instead, recommending high-dividend stocks and riskier bonds, such as municipal debt and short-term, high yield bonds. JP Morgan is making similar recommendations. The bank suggests other income-generating assets, like real estate.

Sources:
We predict that the alternative assets industry will grow to reach $14M in size by 2023. This is based on results from our surveys with 300 fund managers and more than 120 institutional investors, as well as our own proprietary data.

Source: Prequin

<table>
<thead>
<tr>
<th>Year</th>
<th>Prequin’s Projection</th>
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<tbody>
<tr>
<td>2008</td>
<td>$3.1tn</td>
</tr>
<tr>
<td>2013</td>
<td>$6.5tn</td>
</tr>
<tr>
<td>2017</td>
<td>$8.8tn</td>
</tr>
<tr>
<td>2023</td>
<td>$14.0tn</td>
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...Even More So on a Relative Basis

<table>
<thead>
<tr>
<th>Farmland Has Outperformed Several Asset Classes (1970 – 2018)</th>
<th>With Much Lower Volatility in Returns</th>
<th>Resulting in a Superior Sharpe Ratio</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>US Farmland</strong></td>
<td><strong>12.2%</strong></td>
<td><strong>1.75</strong></td>
</tr>
<tr>
<td><strong>US Equities</strong></td>
<td><strong>6.80%</strong></td>
<td><strong>17%</strong></td>
</tr>
<tr>
<td><strong>International Equities</strong></td>
<td><strong>5.50%</strong></td>
<td><strong>20.5%</strong></td>
</tr>
<tr>
<td><strong>Global Fixed Income</strong></td>
<td><strong>4.10%</strong></td>
<td><strong>6%</strong></td>
</tr>
<tr>
<td><strong>Listed Real Assets</strong></td>
<td><strong>10%</strong></td>
<td><strong>6.50%</strong></td>
</tr>
<tr>
<td><strong>Core Infrastructure</strong></td>
<td><strong>6.10%</strong></td>
<td><strong>11%</strong></td>
</tr>
<tr>
<td><strong>Timberland</strong></td>
<td><strong>6.30%</strong></td>
<td><strong>5%</strong></td>
</tr>
</tbody>
</table>

**Source:** TIIA-CREF Center for Farmland Research, Standard & Poor's, Federal Reserve, MSCI, Commodity Research Bureau, Consumer Price Index.
So Farmland Has Been Overlooked...

Farmland is a $10T global market, yet only ~2% is owned by professional investors.

US Market

- **1.6% Investors**
  - $2.5T*
  - Families (97%). Owner-Operators are 60% and Non-Operators are 40%.

- **$15B (~0.4%) Institutional Investors**
  - Non-Institutional Investors $15-25B (~0.7%)

*For comparison, the biggest segment of commercial real estate is multifamily at $2.9T.

Source:
Global Ag Investing, December 2012 “Farmland: an untapped asset class? Quantifying the opportunity to invest in agriculture”, FarmTogether estimates.
...But We are on the Cusp of Monumental Change

Rapid Proliferation of Private Assets Amidst Persistent Row Yields

Although farmland has historically been attractive on a relative return basis, it is now also attractive on an absolute return basis in today’s yield-constrained environment.

70% ($1.8T) of Farmland Will Change Hands in 20 years

Tectonic shift in farmland ownership driven by average age of farmers approaching 60 and the next generation not wanting to farm.

New Tech to Finally Access This Extremely Fragmented Market

~70% of US harvested cropland in farms < 5,000 acres in size and < $10M in value. Too small for professional investors, but perfect for tech-powered investment platform. FarmTogether will use tech already proven in real estate (e.g. OpenDoor) to unlock this market at scale of $ billions.
Sara Spaventa,
Director, Growth & Marketing

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