



Daybreak Organic Pear & Apple Orchard

Chelan County, WA

# FarmTogether Media Kit

\*Proprietary & Confidential

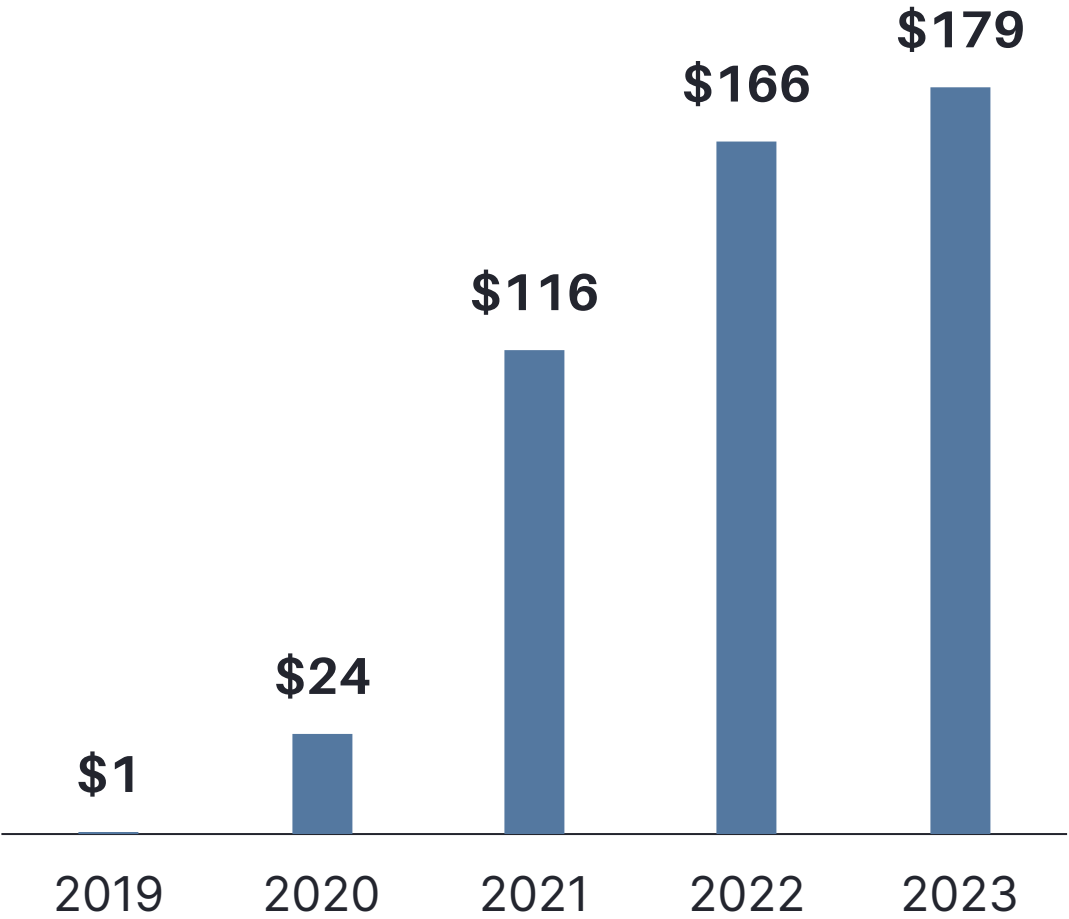


# FarmTogether Track Record - Total Portfolio Across All Products



Farmland investment manager powered by cutting-edge tech.

## Cumulative AUM (in millions of \$)



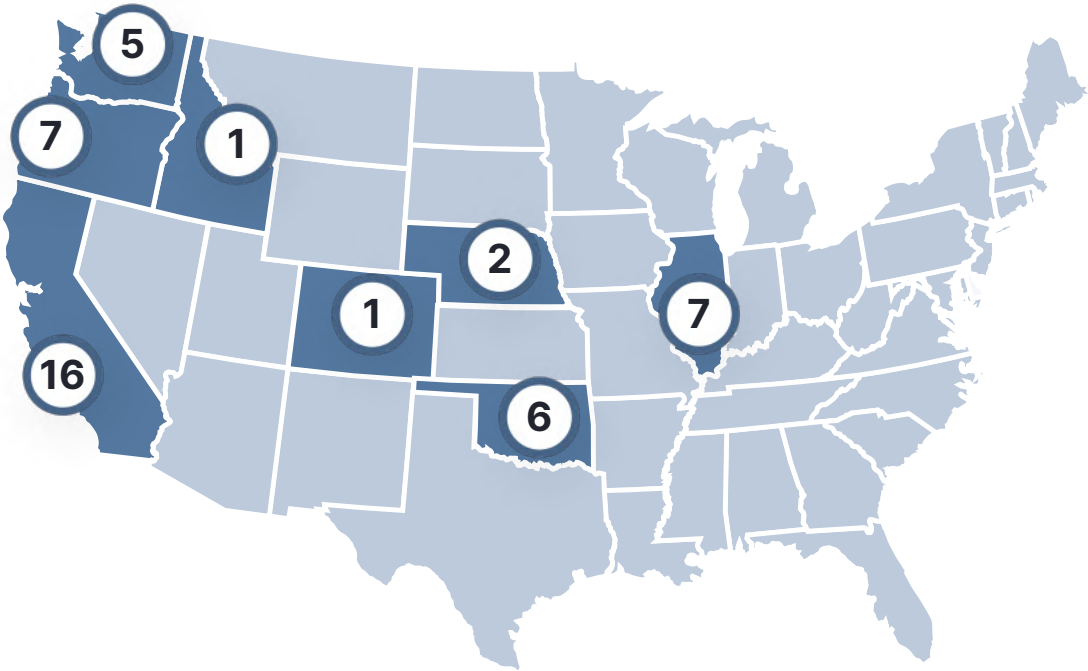
FOUNDED  
in 2017

CAPITAL RAISED\*  
\$14M

AUM\*  
\$175M+

## Crops & Farm Locations

As of 6/30/2023



- |        |           |            |             |
|--------|-----------|------------|-------------|
| 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 calculated as total investment represented by equity and debt of all closed transactions.

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# Diverse Founding & Executive Team



**Jared Hine**  
CEO



**Artem Milinchuk**  
Founder / Head of Strategy



**Boyd Corkins**  
Head of Asset Management



**David Chan**  
CCO & Head of Business Development



**Josiah Terrell-Perica**  
Director of Investments



**Jennifer Hoopes**  
General Counsel



**Brittani Baxter**  
Head of Product & Technology



**Sara Wensley**  
Director of Growth & Marketing



**Sheryl Morse**  
Controller

Bespoke Hazelnut Orchard  
Oregon



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# Products Suited to Fit a Variety of Investment Goals



## Crowdfunding Offerings

Fractional farmland ownership available to accredited investors via FarmTogether’s all-in-one digital platform.

Starting at \$15,000.



## Sustainable Farmland Fund

Diversified portfolio of institutional-grade 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.





# Data-Driven, Tech-Enabled Sourcing and Due Diligence Allows Us to Acquire the Highest Quality Farmland for Our Investors

\*Total Portfolio of Closed Bespoke, Crowdfunding & Fund Deals

**\$22B+**

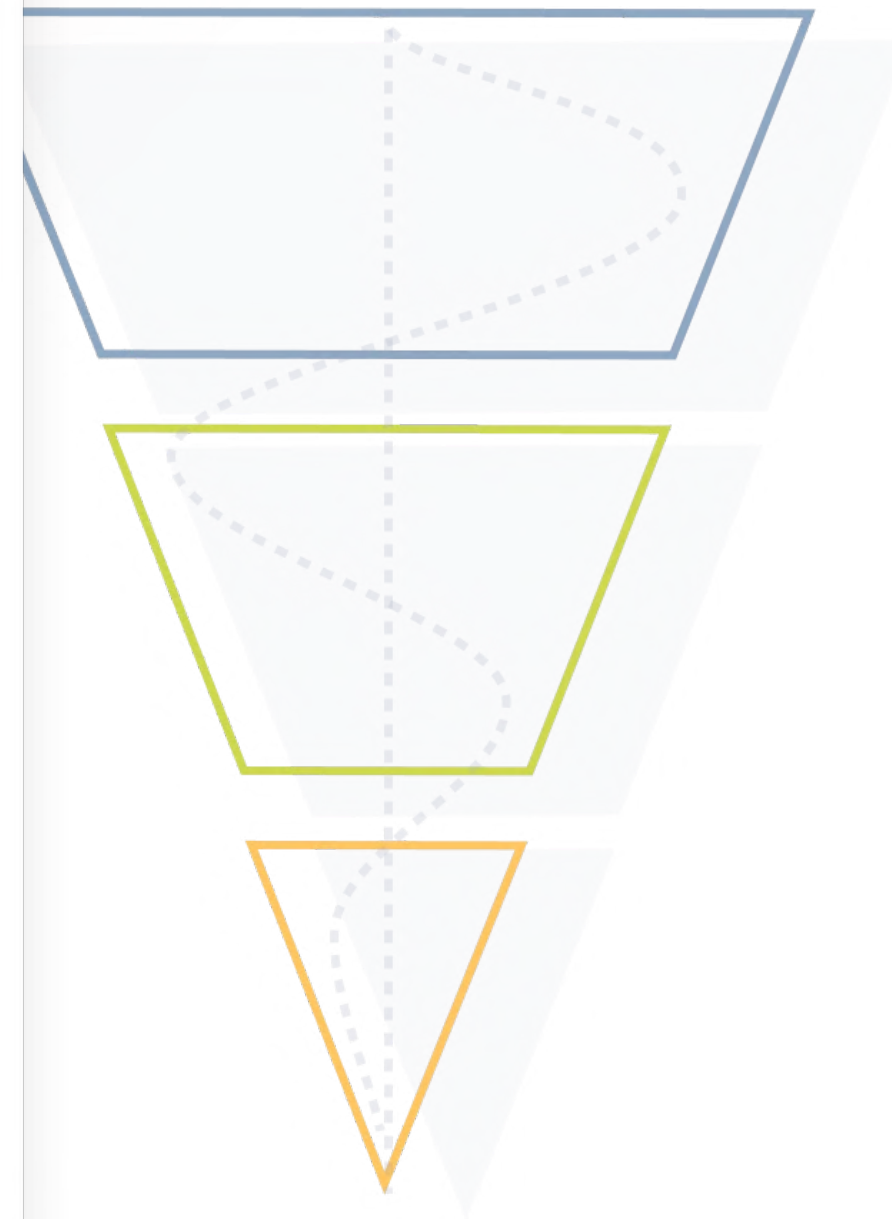
Total Dollar Value of  
Farmland Reviewed

**9,200+**

Number of Opportunities  
Assessed

**46**

Deals Eventually Brought  
to Our Investors\*



Expert investment team with \$1.2B of  
collective capital deployed

105-point due diligence checklist to ensure  
no stone is left unturned.

**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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# 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 process. FarmTogether's agricultural operations have been certified as in conformance with the Leading Harvest Farmland Management Standard.



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**Pioneer Corn & Soy Farm**

Rock County, NE

# Why Farmland

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

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. "*

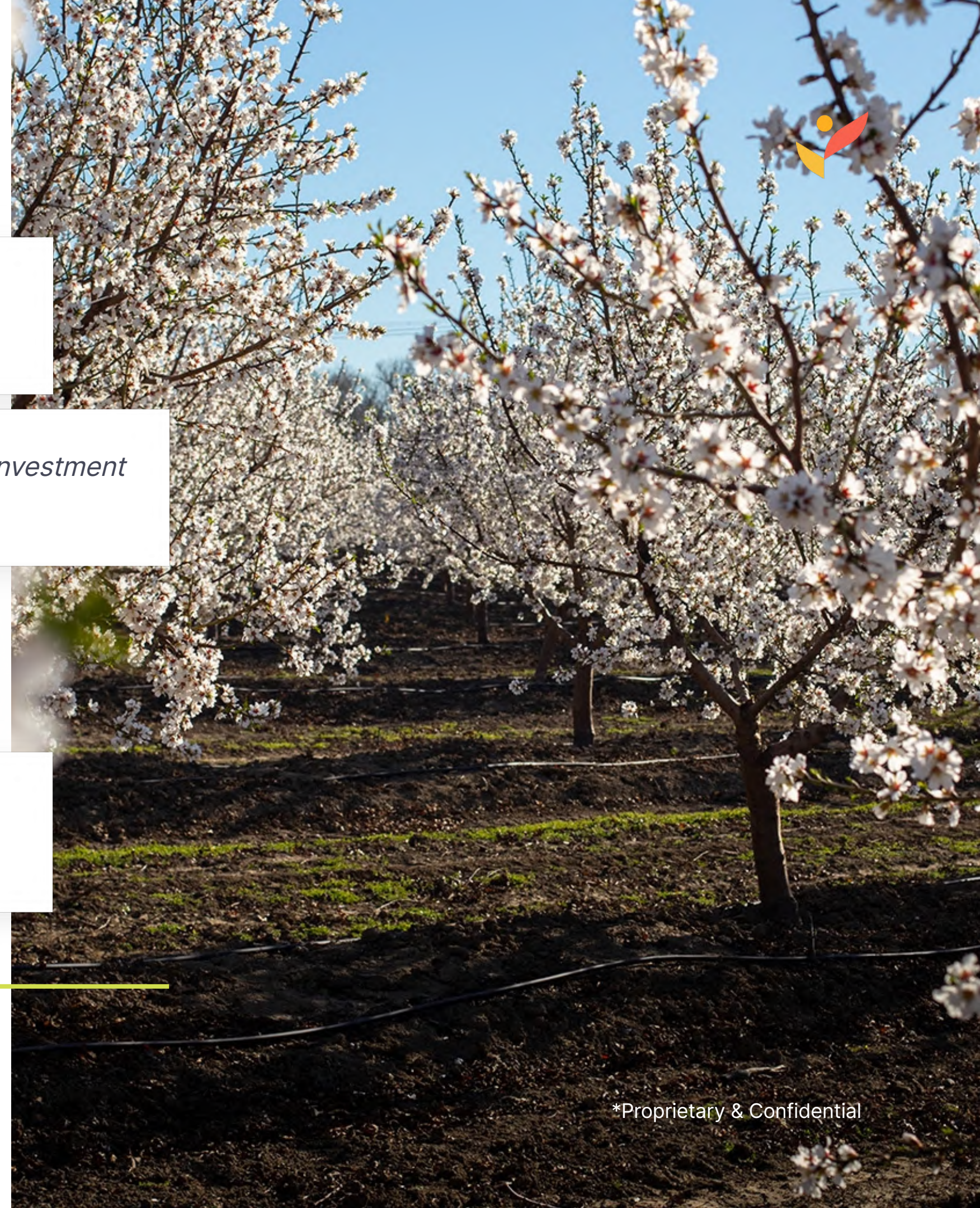
**Bloomberg**

*"Farmland Draws Investor Interest With Inflation Running Hot."*

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Knights Landing Almond Orchard  
Sutter County, CA

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# Farmland Has a Superior Risk-Return Profile

Compared to Traditional US Asset Classes (1992-2022)

	Farmland	Equities	US Bonds	Real Estate	US REITs	Gold
Average Annual Return	10.71%	9.58%	4.64%	8.39%	9.43%	5.42%
Volatility	6.64%	17.80%	5.60%	7.62%	19.32%	14.52%
Correlation to CPI	0.17	-0.37	-0.39	0.17	-0.2	-0.15

Data are based on annual total returns from January 1, 1992 through December 31, 2022.

**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.

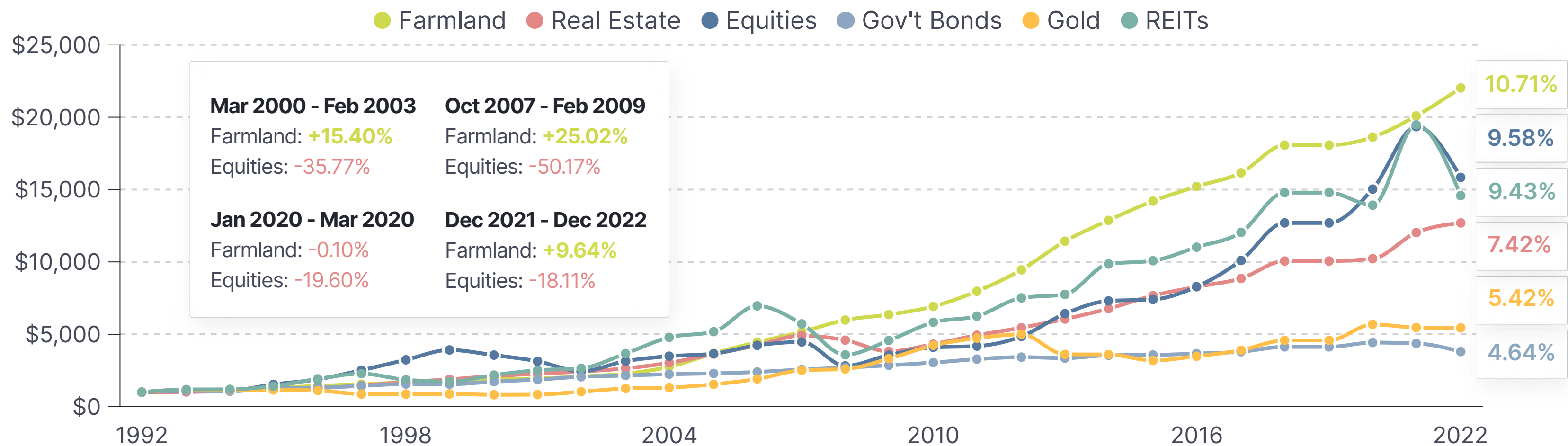
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# Farmland Has Delivered Strong Performance During Periods of Economic Turmoil



## Investment Growth of \$1,000 (1992-2022)



Data are based on annual total returns from January 1, 1992 through December 31, 2022.

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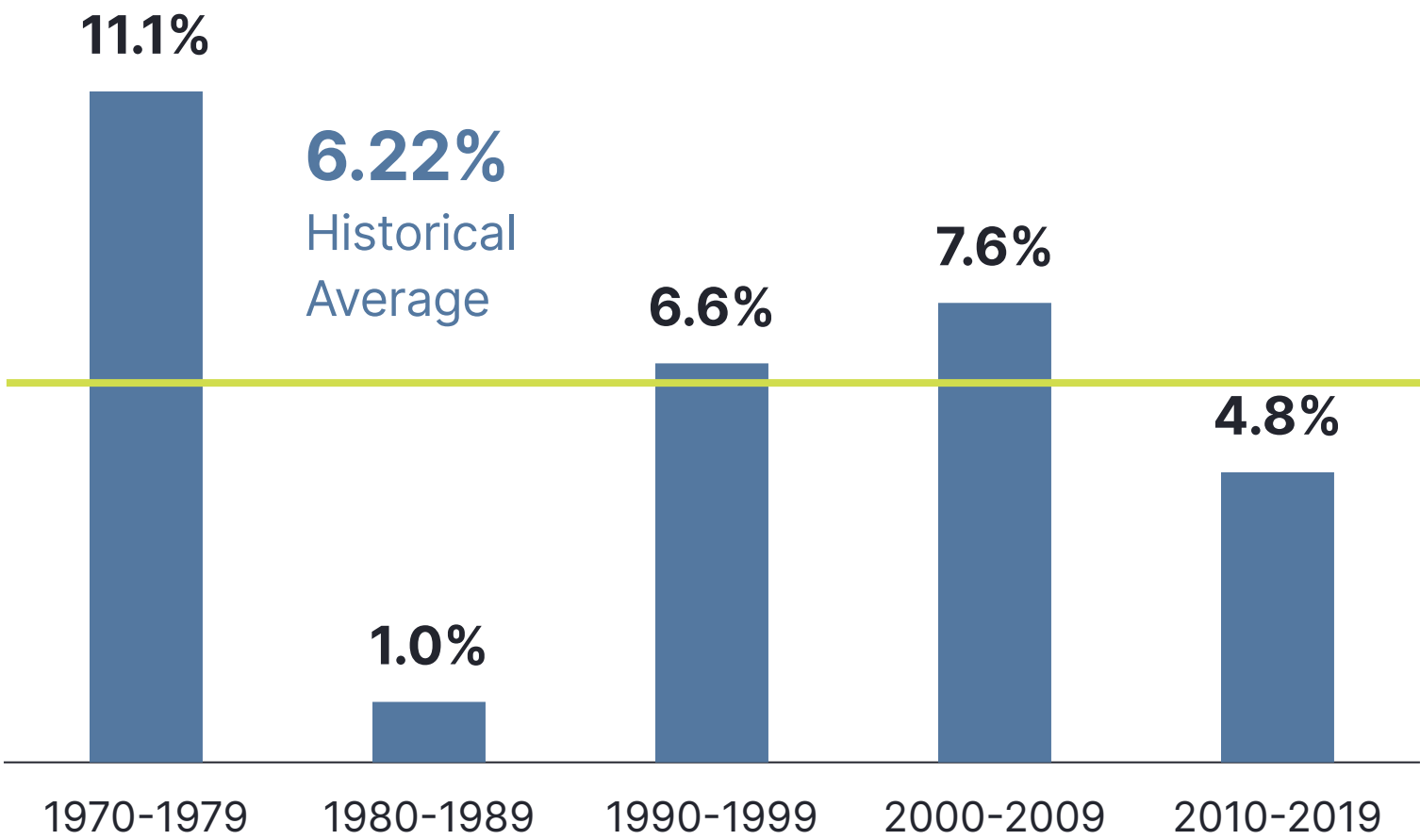
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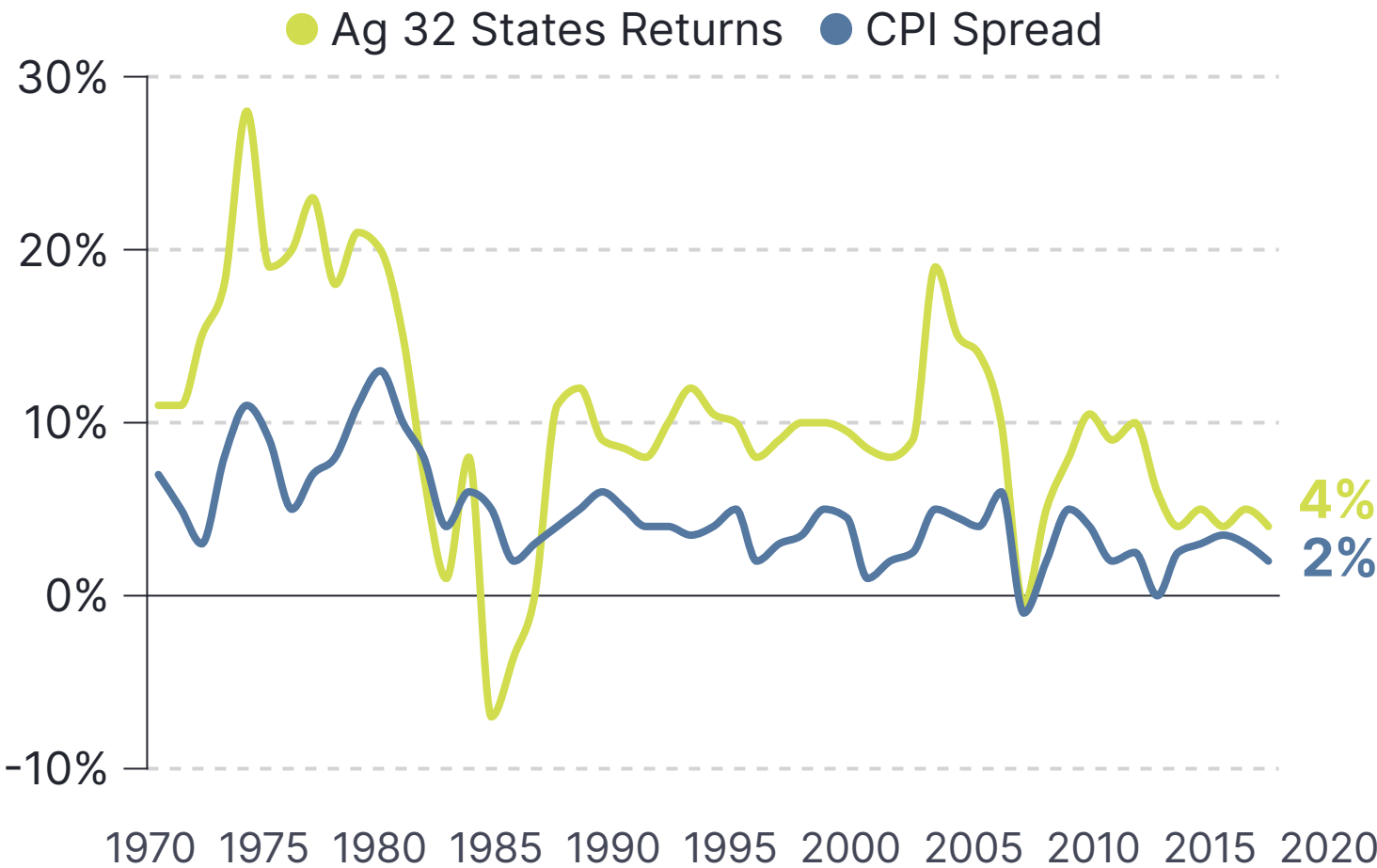
# Farmland Has Attractive Real Returns Throughout The Cycle



**Average Farmland Return to CPI Spread by Decade 1970-2019**



**Annual Farmland Returns and Spread Over Inflation 1970-2020**



**Source:** Farmland and spread over annual inflation, 1970 to 2019

<https://farmland.illinois.edu/wp-content/uploads/2020/10/Relationship-between-inflation-and-farmland-returns.pdf>

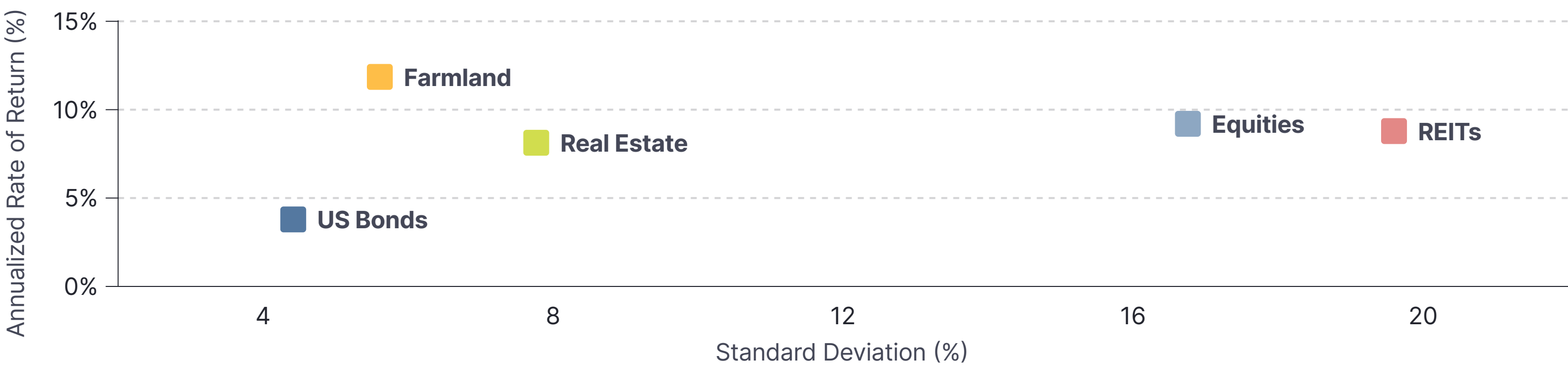
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# Farmland Can Boost Portfolio Performance



Leading Risk-Reward Profile (1992 - 2022)



## Reduces Portfolio Risk

Correlation Among Different Assets from 1992 - 2022

	Farmland	Equities	Real Estate	US Bonds	REITs
Farmland	1.00				
Equities	-0.05	1.00			
Real Estate	0.42	0.19	1.00		
Gov't Bonds	-0.17	0.19	-0.07	1.00	
REITs	-0.01	0.51	0.17	0.28	1.00

Data are based on annual total returns from January 1, 1992 through December 31, 2022. **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.

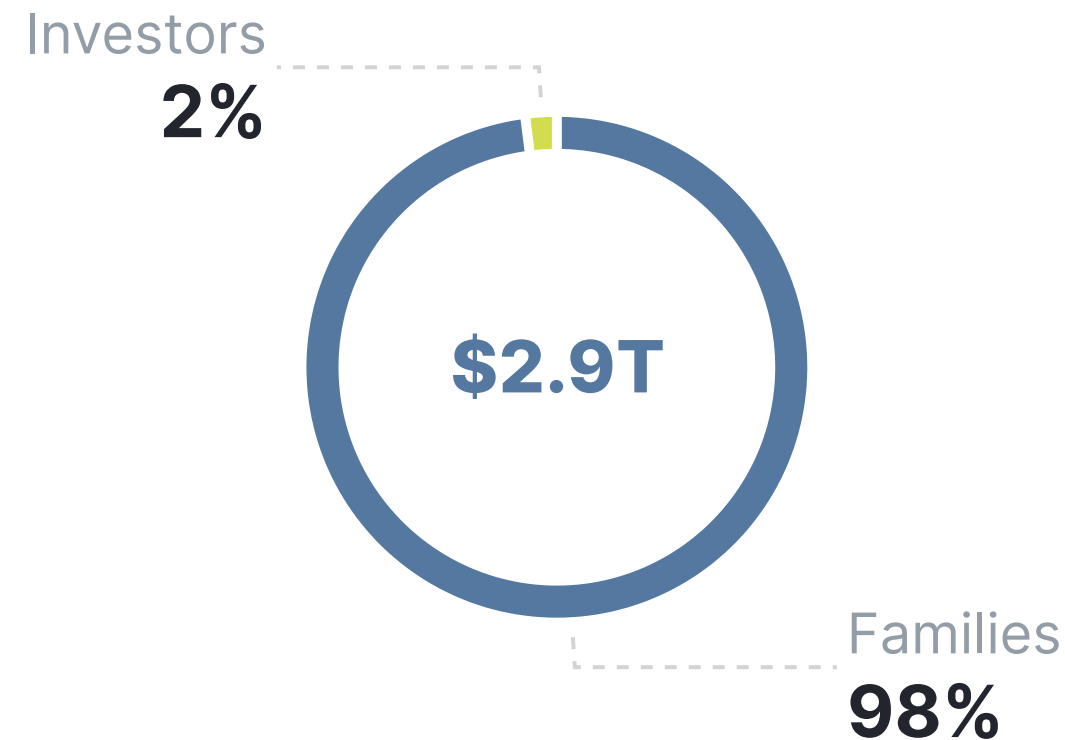
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# Despite Strong, Well-Established Track Record, Farmland is a Vast & Untapped Asset Class



## 2022 US Farmland Value



### Families

- The average age of farm owners is about 60.
- Fragmented ownership: About **70%** of farms are **less than \$10M** in value.
- Inefficient capital structure:
  - **13% Debt-to Asset ratio** vs. 50-70% in real estate, infrastructure, and timber.

### Investors

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

**Sources:** US Department of Agriculture; National Agricultural Statistics Services – Land Values, 2022 Summary (latest published data); USDA National Agricultural Statistics Service, Census of Agriculture, 2017 (latest published data)

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# But We Are on the Cusp of Monumental Change



## Rapid Proliferation of Private Assets Amidst Persistent Low 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

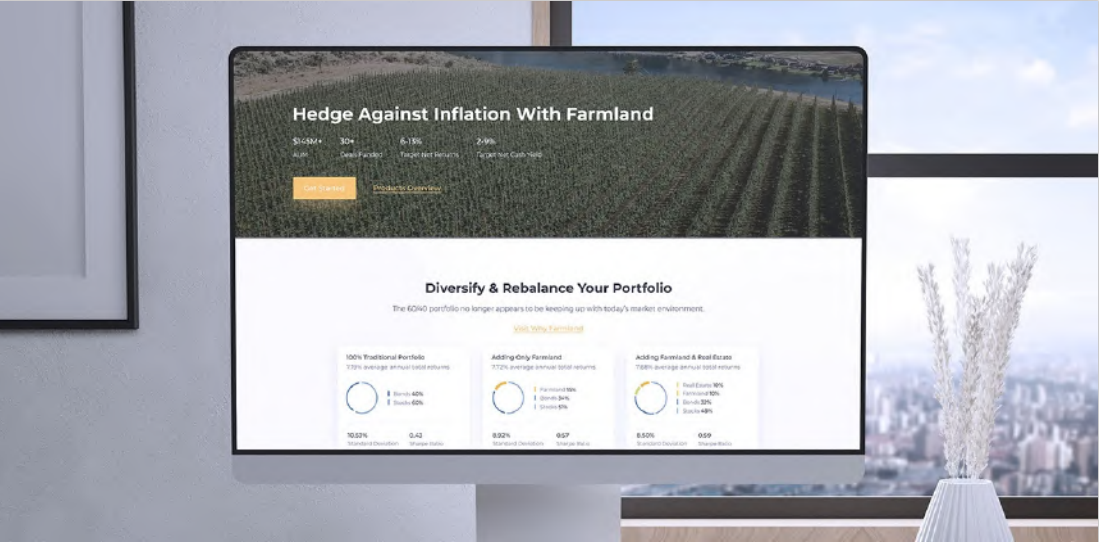
Tectonic shift in farmland ownership driven by average age of farmers approaching 60 and the next generation not wanting to farm.

## Farm Management

~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 platforms using tech already proven in real estate (e.g. Open Door) to unlock this market.



# Resources



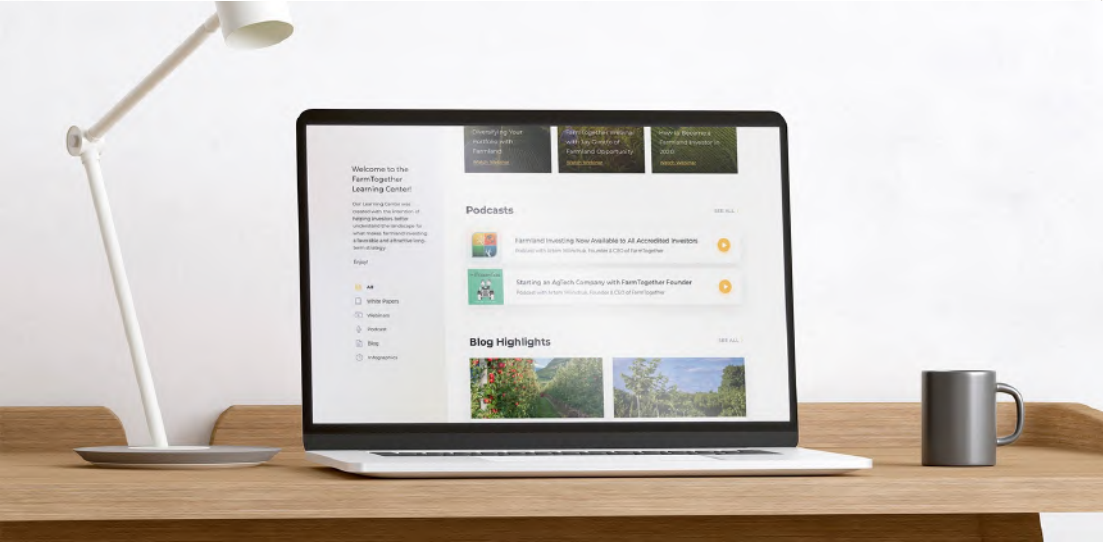
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