

Hidden Oaks Organic Vineyard

Estimated Time: 40 minutes

Q&A: 20 minutes

Presenting:



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Target Net IRR	10.2%
Target Net Avg. Cash Yield*	5.5%
Target Multiple on Invested Capital	2.2x
Target Hold Period	9 years

Summary – Attractive Deal and Aligned, Dedicated Team

- 9-year hold period.
- USDA Organic and LODI RULES sustainability certifications provide value-added potential.
- Favorable red wine variety with a range of addressable markets, including in Lodi AVA as well as Napa and Sonoma counties.
- Exemplary management by one of California's most widely recognized and accomplished vineyard managers.
- Competitively priced deal.
- Close attention of FarmTogether's institutional-level team.

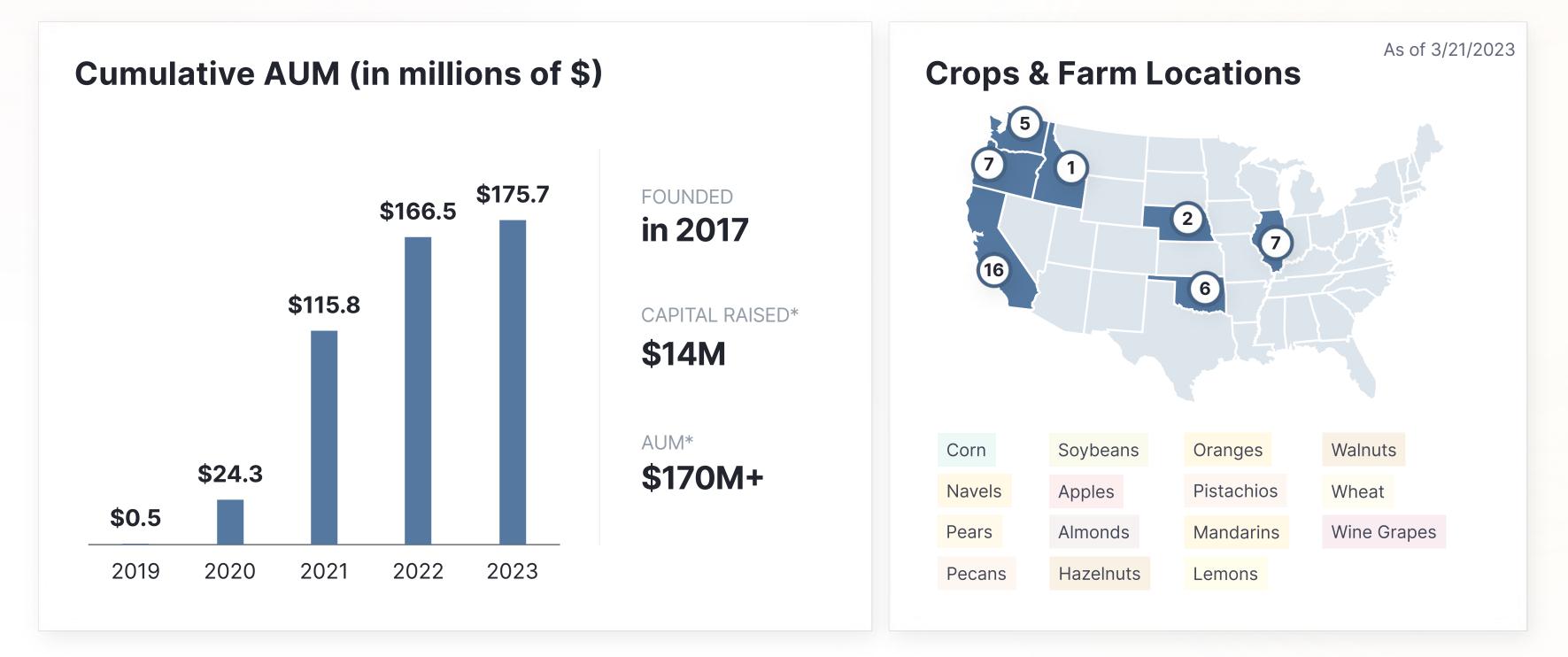
*Note: Calculations of Target Net Average Cash Yield include both returns of reserve capital as well as farming profits.



• Mature vineyard with high cash flows throughout full duration of

FarmTogether: Who We Are

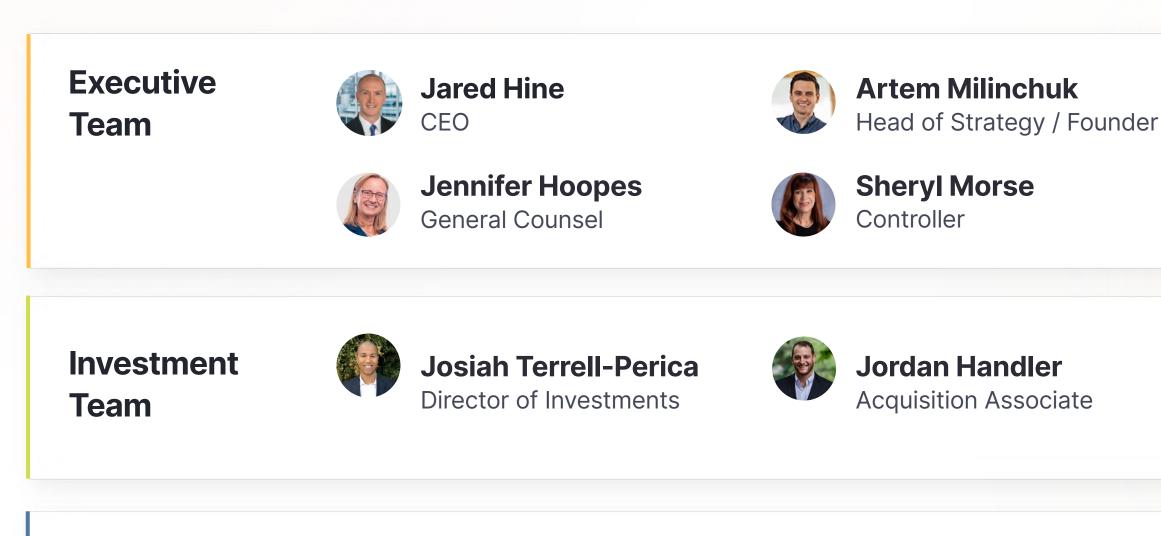
Farmland investment manager powered by cutting-edge tech.



*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.



Diverse Team with Experience in Farmland Investing, Agriculture, and Tech Demonstrated by \$1.2B+ of Collective Capital Deployed



Asset Management Team



Boyd Corkins Head of Asset Management



Dale Arthur Senior Farmland Manager





David Chan CCO & Head of Business Development



Brittani Baxter Head of Product & Technology



Sam Zach Row Crop Investment Associate



Diverse Team with Experience in Farmland Investing, Agriculture, and Tech Demonstrated by \$1.2B+ of Collective Capital Deployed











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.

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.





Sierra Foothills Pistachio Orchard

Tulare County, CA



Farmland Overview

Daybreak Organic Pear & Apple Orchard Chelan County, WA

Farmland Has a Superior Risk-Return Profile

Compared to Traditional US Asset Classes (1992-2022)

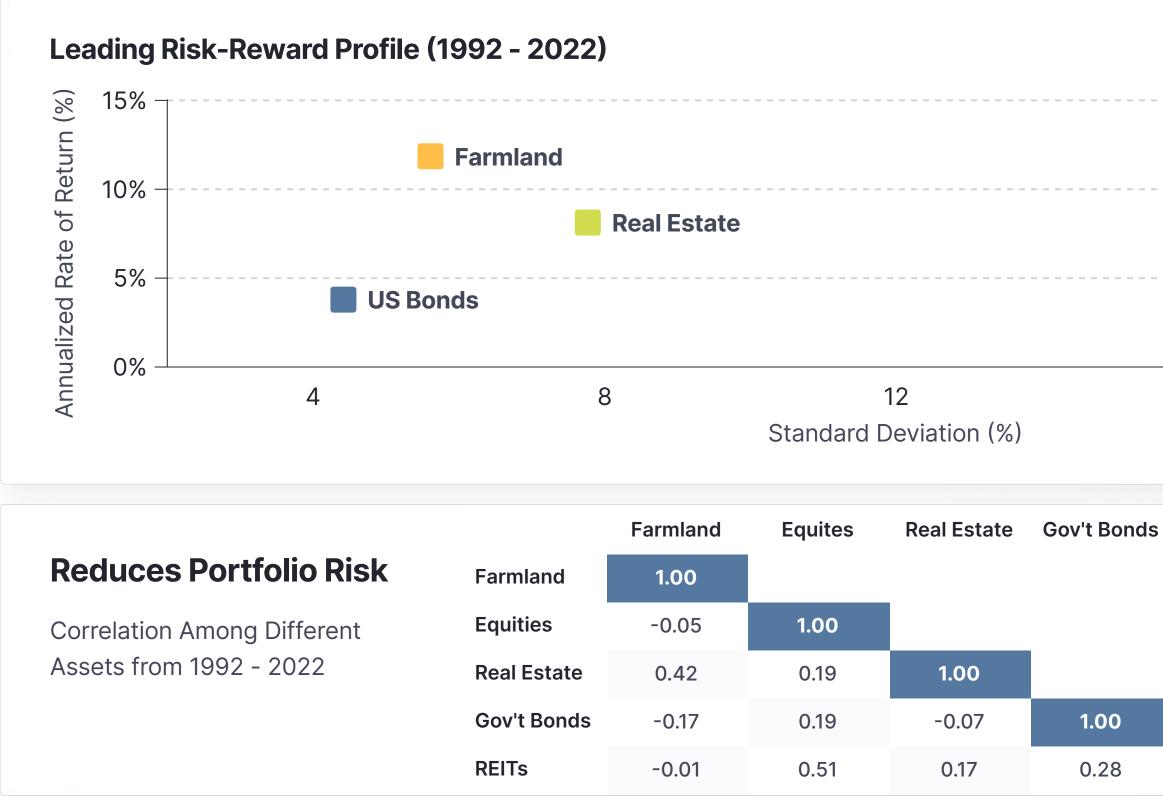
	Farmland	US Stocks	US Bonds	Real Estate	US REITs	Gold
Average Annual Return	10.7 1%	9.58%	4.64%	8.39%	9.43%	5.42%
Volatility	6.64%	17.80%	5.60%	7.62%	19.32%	14.52%
Correlation to CPI	0.17	-0.37	-0.39	0.17	-0.2	-0.15

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

Source: Farmland - NCREIF Farmland Index; Bonds - Bloomberg Barclays US Bond Agg Index; Stocks - S&P 500 Index; Real Estate - NCREIF Property Index, REITs - FTSE Nareit U.S. Real Estate Index Series.

ure - Custom

Farmland Can Boost Portfolio Performance



Stocks REITs 16 20 Data are based on annual total returns REITs from January 1, 1992 through December 31, 2022. **Source:** Farmland - NCREIF Farmland

Index; Bonds - Bloomberg Barclays US Bond Agg Index; Stocks - S&P 500 Index; Real Estate - NCREIF Property Index, REITs - FTSE Nareit U.S. Real Estate Index Series.

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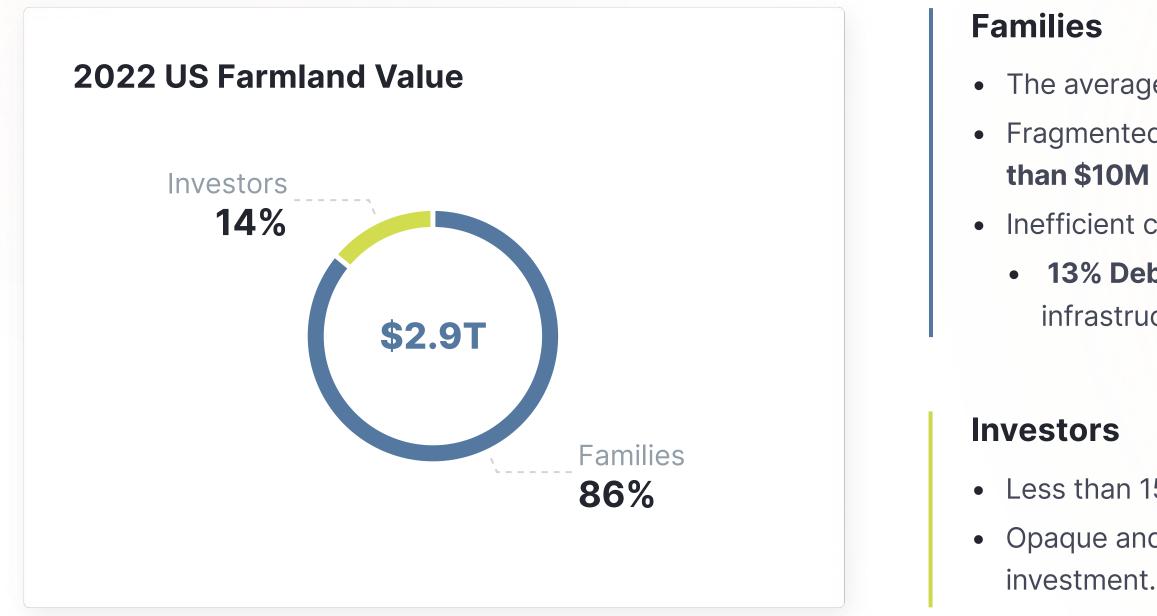
Farmland Has Delivered Strong Performance During



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

Source: Farmland - NCREIF Farmland Index; Bonds - Bloomberg Barclays US Bond Agg Index; Stocks - S&P 500 Index; Real Estate - NCREIF Property Index; REITs - FTSE Nareit U.S. Real Estate Index Series.

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



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)



- 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.

Less than 15% are owned by institutional investors.
Opaque and highly fragmented data sources impede investment.



Overview of Demand and Markets for Wine Grapes

Vista Luna Organic Vineyard

San Joaquin County, CA





Today, Wine is a \$340 Billion Global Industry...

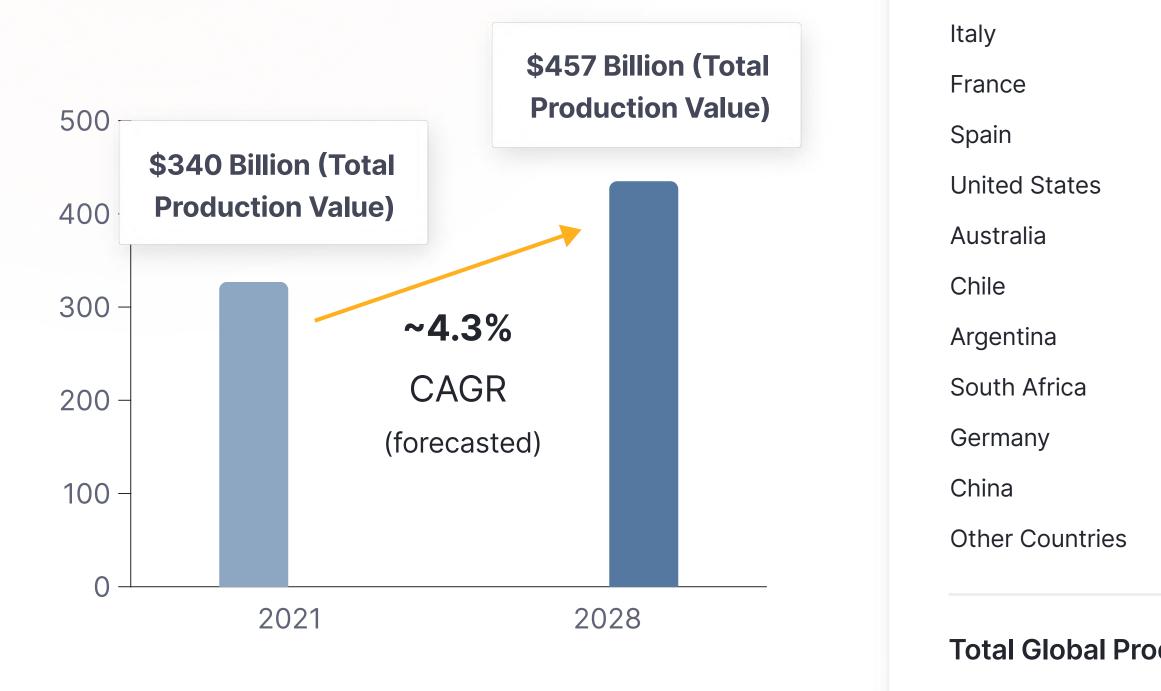
- A recent BusinessWire report estimated the size of the global wine industry at \$340 **billion USD**, across several key segments including "still", "sparkling", and "dessert" wines, with still wine being the largest of the three.
- The US Wine market alone is estimated at \$88 billion as of 2020. The vast majority of US-produced wines are consumed domestically.
- Among global producers of wine, the US ranks fourth in production volume behind Italy, France, and Spain, and ahead of other major producers such as Australia, Chile, Argentina, Germany, and China.
- California accounts for the strong majority of wine production in the US. Its wine industry has an estimated 615,000 acres of wine-type grape acreage and consists of over 6,000 vineyard managers growing more than 100 varieties of wine grapes.
- Cabernet sauvignon is the global and domestic favorite red wine varietal, holding a 13 percent share of the US wine market.

Vista Luna Organic Vineyard San Joaquin County, CA



Sources: BusinessWire, National Association of American Wineries *Proprietary & Confidential

...And Is Forecasted to Grow to \$457 Billion by 2028.



Sources: BusinessWire, International Organisation of Vine & Wine

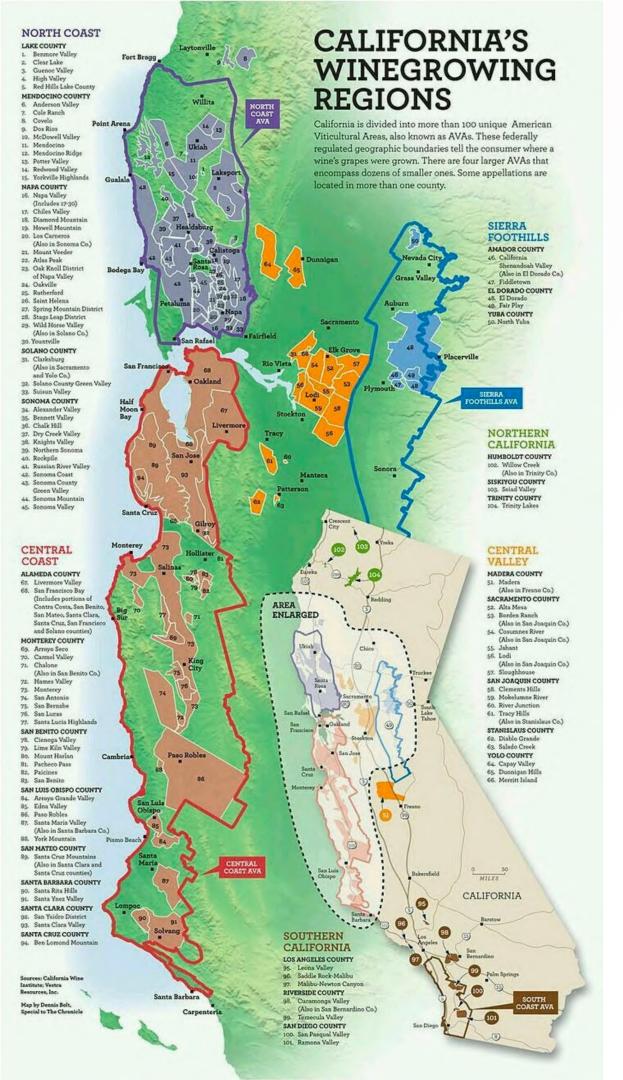
Top Wine Producing Countries, 2021					
Country	Production (1000 Hectoliters)	% Total			
Italy	50,200	19%			
France	37,600	15%			
Spain	35,300	14%			
United States	24,100	9%			
Australia	14,200	5%			
Chile	13,400	5%			
Argentina	12,500	5%			
South Africa	10,600	4%			
Germany	7,900	3%			
China	5,900	2%			
Other Countries	48,300	19%			
Total Global Production	260,000	100%			

California, A "New World" Wine Producing Region

- The climate, terrain, and soil quality, as well as the production style in which wine grapes are grown, has a major influence on how a wine will taste. Thus, there are several differences between Old World and New World wine.
 - New World Wine—and especially wine from California—tends to emphasize full body flavor, higher alcohol content and lower acidity.
 - Greater acceptance of technological advancement and innovation in production practices in New World regions.
 - Wines are typically labeled according to their grape variety as opposed to the region of production.
 - For more information, refer to our article:
 "A Quick Glance at Investing in Wine Grane"

"A Quick Glance at Investing in Wine Grapes."





California's Diverse Wine-Producing Regions

- As with wine across the world, US-grown wine grapes are marketed and sold origin".
- state's 58 counties.
- Foothills, and Southern California.
- of the broader Lodi AVA and lies within the Inland Valleys region.

Sources: Wine Institute, California Association of Wine Grape Growers; Image Link



according to where they were produced, often referred to as their "appellation of

• In the US, these appellations are defined through the use of American Viticultural Areas (AVAs). There are currently 267 AVAs across the country in 34 states, but California alone is home to 142 of them, with wine grapes being grown in 46 of the

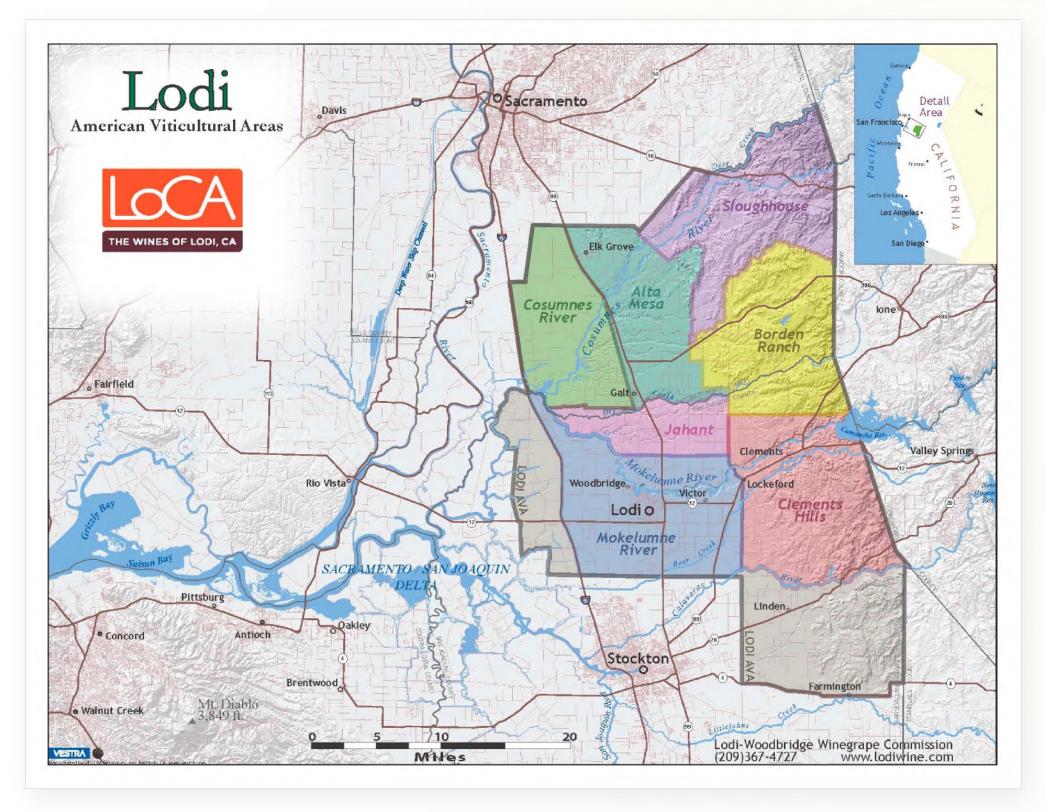
• Overall, the state of California's wine growing regions can be generally divided into six sub-regions, including the Far North, North Coast, Central Coast, Inland Valleys, Sierra

• Hidden Oaks Organic Vineyard is located in the Clements Hills AVA, which is part

Overview of the Clements Hills and Lodi AVAs

- Hidden Oaks Organic Vineyard is situated in the Clements Hills AVA, within the broader
 Lodi AVA in the Sacramento-San Joaquin River delta.
- Characterized by volcanic soils with a mix of red clay and gravelly loams, which give this AVA's wines distinctive traits.
- A range of both red and white wine grape varieties are common to this area, including some of the state's most popular varieties, as well as a mix of specialty varieties unique to the Lodi region among other parts of CA.

Sources: Wine Institute, Lodi-Woodbridge Winegrape Commission, California Association of Wine Grape Growers; Image Link





Sustainability at Hidden Oaks: USDA Organic and LODI RULES Certifications

- In our acquisition of this property, FarmTogether will be inheriting an **already**active USDA Organic certification, assessed by CCOF (California Certified Organic Farmers) under the management of the previous operator; USDA Organic Certification is reviewed annually.
- Additionally, our operators at Vino Farms will be enrolling this property in • **LODI RULES**, an increasingly popular sustainability certification among California wine grape growers that addresses both in-field environmental issues as well as serves as an overall economically and socially sustainable "business plan" for certified farms and vineyard managers.
- 6 main "chapters" include: Business Management, Human Resources, Ecosystem Management, Soil Management, Water Management, and Pest Management; also reviewed annually.





roprietary & Confide



About Our Operator - Vino Farms

- wine grape production, sustainability, and community engagement in agriculture.
- environmental stewardship as well as good citizenship and worker well-being.
- Experts in various approaches to sustainable farming, including management of Certified Organic vineyards as well as the LODI RULES sustainability certification, which they were a driving force in creating in 2005.
- Serve as members of the board of the California Association of Grape Growers.
- "Farm Safety Day", in which they are still intimately involved, having trained thousands of local agricultural professionals on safety and best management practices.

Vista Luna Organic Vineyard San Joaquin County, CA



Founded in the 1970s by Keith Ledbetter, Vino Farms is a leading player in California

Currently manage over 15,000 acres of wine grape vineyards around California and operate each vineyard with meticulous attention to detail, with a heavy emphasis on

Worked with the Lodi Chamber of Commerce in 1999 to initiate an annual event called

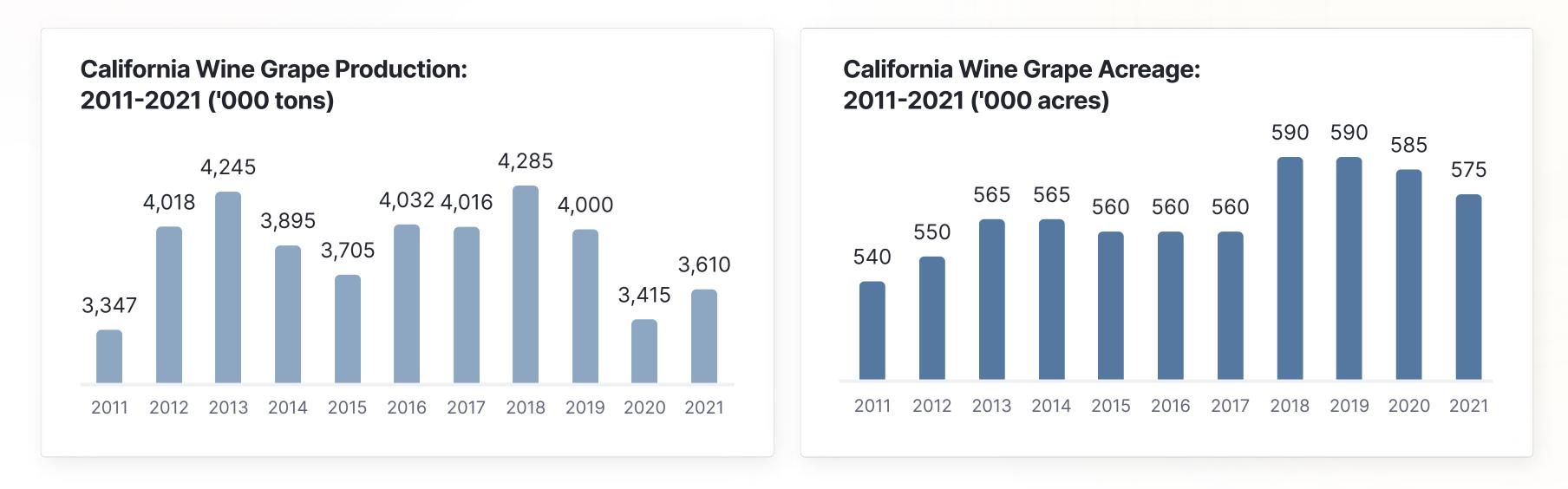
Wine Grape Pricing: **Understanding the Use of Marketing Contracts**

- Wine grapes, compared to most other agricultural commodities, have a very unique end market with wide-ranging prices depending on the grapes' quality, appellation of origin, variety, and value-added factors such as sustainability certifications.
- Therefore, prices are usually established prior to harvest via marketing contracts negotiated between the vineyard manager and the buying winery.
- Contract lengths can vary anywhere from 1 to 10 years, with contracts between 1 and 5 years being the most common.
- Often, shorter-term contracts are more common in higher-end or more specialized grapes, given that a shorter commitment allows for greater upside potential and more flexibility in "timing the market".
- Still, even 1-year contracts will often include an "evergreen" clause indicating an intent to continue the relationship in subsequent years.

Sources: California Wine Grape Crush Reports, FarmTogether Research

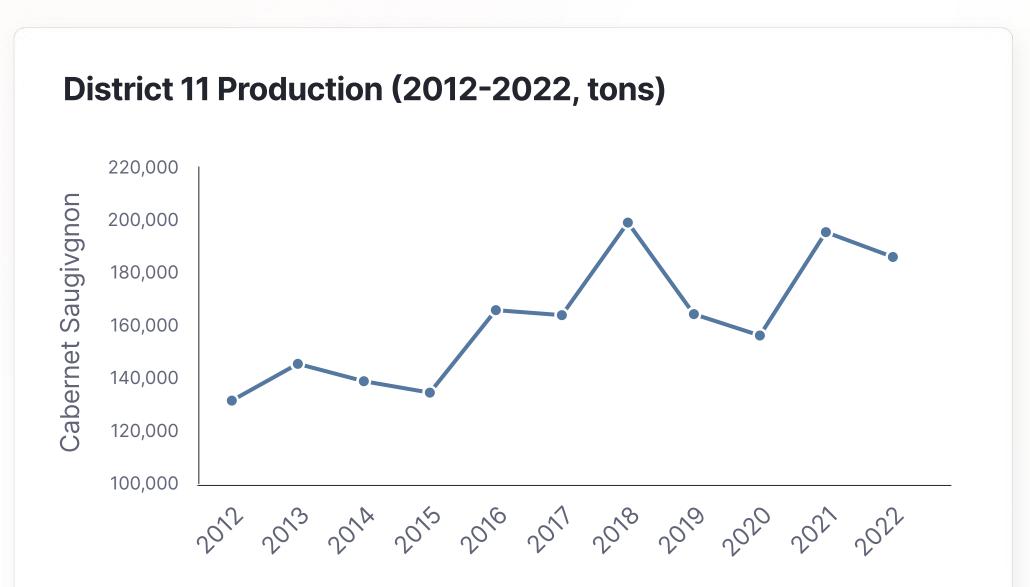
An Overview of Wine Grape Production in California

- Total wine grape bearing acreage in California has increased by about 6% since 2011, from 540k to 575k acres.
- Production has fluctuated during that time, due to diverse factors such as drought stress, wildfires, and more.
- Though California wineries typically source grapes from either their own land or their immediate neighbors, many are now choosing to shift their sourcing during lower-production years to a broader geographic region in order to meet growing demand.





Trends in Production of Hidden Oak's Cabernet Sauvignon grapes: Insight from California Grape Crush District 11

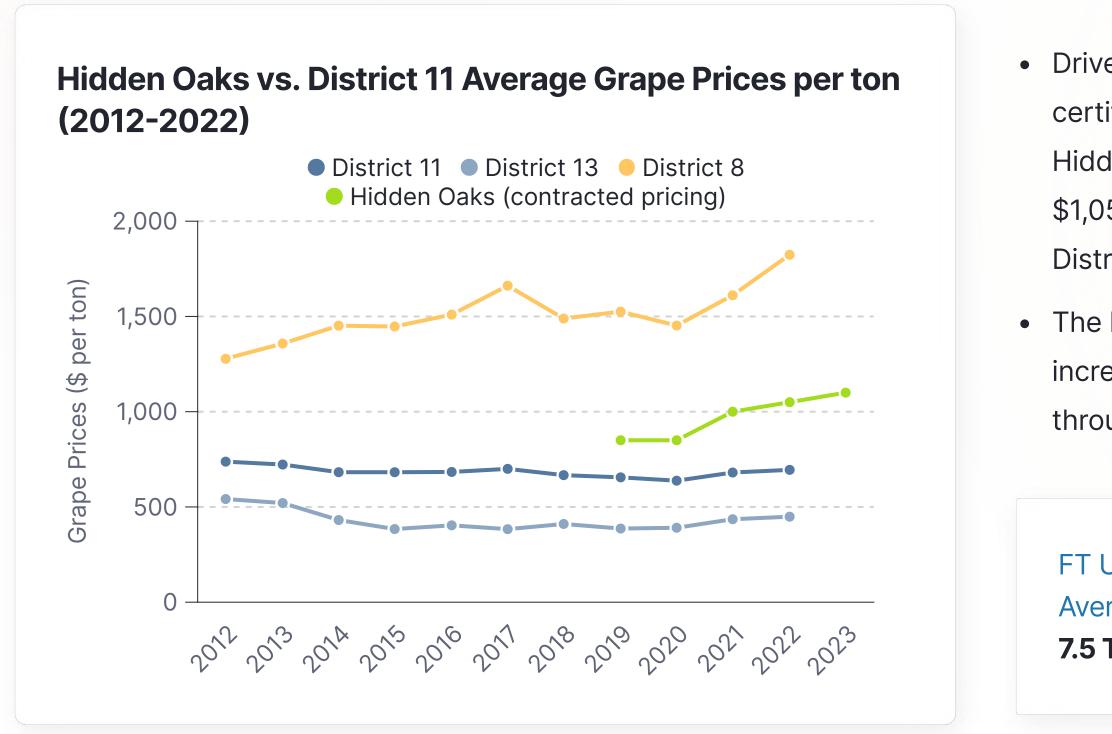


Note: To track production and baseline prices, the California Department of Food & Agriculture publishes an annual "Grape Crush Report" which includes data on each grape variety from various districts. Hidden Oaks is located in Grape Crush District 11 (includes parts of Sacramento & San Joaquin Counties).



- Considered the "king" of California red grape varietals, cabernet sauvignon is by far the most common wine grape variety grown in District 11, comprising about 25% of total production volume.
- Production in District 11 has grown by almost 50% since 2012, increasing from 130,000 tons to 195,000 tons between 2012 and 2021.
- With its porous, mineral-rich soil and higher temperatures, the rolling hill terroir at Hidden Oaks is conducive to growing premium cabernet sauvignon.

Our Pricing and Yield Assumptions for Hidden Oaks Vineyard: Comparing Hidden Oak's Recent History to District 11 Averages



Source: California Wine Grape Crush Reports, FarmTogether Research



Driven by value-added potential from organic certification status and a favorable AVA origin, Hidden Oaks cabernet sauvignon grapes sold for \$1,050/ton in 2022, over 50% higher than the District 11 average price of \$694/ton.

The largest organic wine buyer on the property is increasing purchase tonnage and pricing throughout the area.

FT Underwriting Average Yield: **7.5 Tons/acre**

Contracted average price per ton for 2023: **\$1100/ton (+ 3% inf)**



Hidden Oaks Organic Vineyard Overview

Vista Luna Organic Vineyard

San Joaquin County, CA



How the Deal Came to Us

- This property was an on-market listing that was sent to us by a broker that we have transacted with on wine grape deals previously. It was also screened and prioritized through our proprietary Al-driven sourcing engine, Terra.
- We were attracted to Hidden Oaks due to its strong fundamentals, and location in an in-demand wine grape producing region nearby various other properties in our management portfolio.



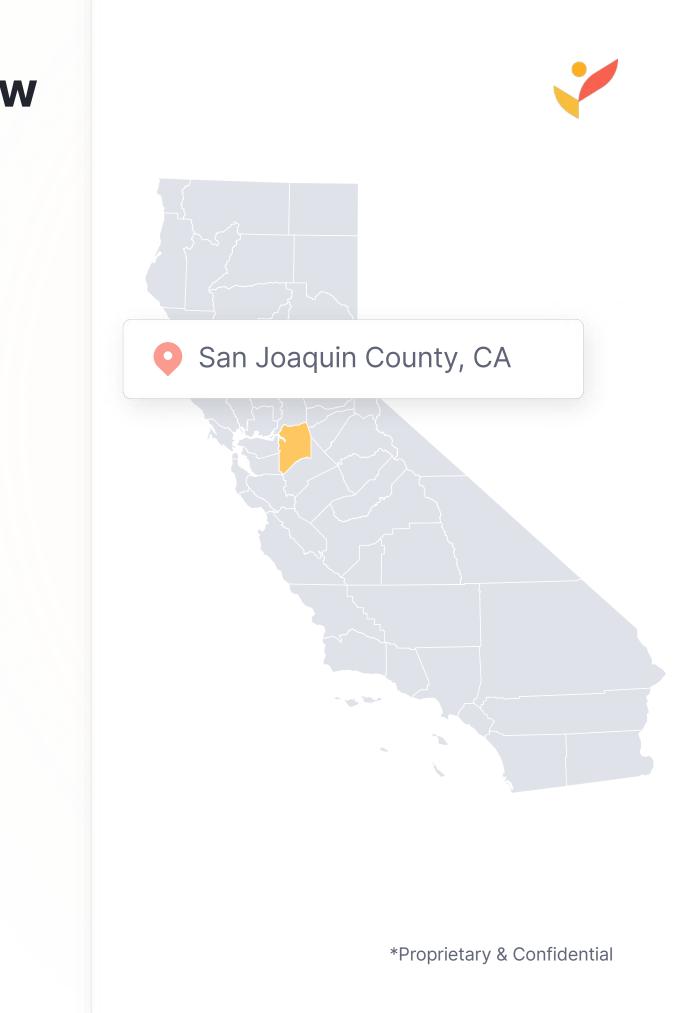


Knights Landing Almond Orchard Sutter County, CA

ietary & Con

Hidden Oaks Organic Vineyard: Property Overview

- Hidden Oaks is home to 88 planted acres of mature vineyard that were planted in 2015 and we anticipate will remain at their full productive potential throughout the hold period for this deal.
- The attractive variety planted give this vineyard several different addressable markets for both standalone wines and blends, made by local wineries within the Borden Ranch and Lodi AVAs as well as in other nearby regions such as Napa and Sonoma counties.
- Along with the property's sustainability certifications (USDA Organic, LODI RULES), this property presents an opportunity for Vino Farms to leverage various other sustainability best management practices. This will include the uses of cover crops and composts to preserve soil health and water holding capacity, as well as the incorporation of goats and other small livestock to graze down the cover crop during period of higher pest pressure and prior to harvest. This will further improve the organic matter content of the farm's soils as well as reduce the farm's energy and fuel costs, as well as its carbon footprint.



Overhead Picture (satellite) With Parcel Boundary Drawn

Google Maps Link



Property Location -Relative to FarmTogether Vineyard





Vista Luna Organic Vineyard

Clements

7 miles

88

Goodmans

Subject

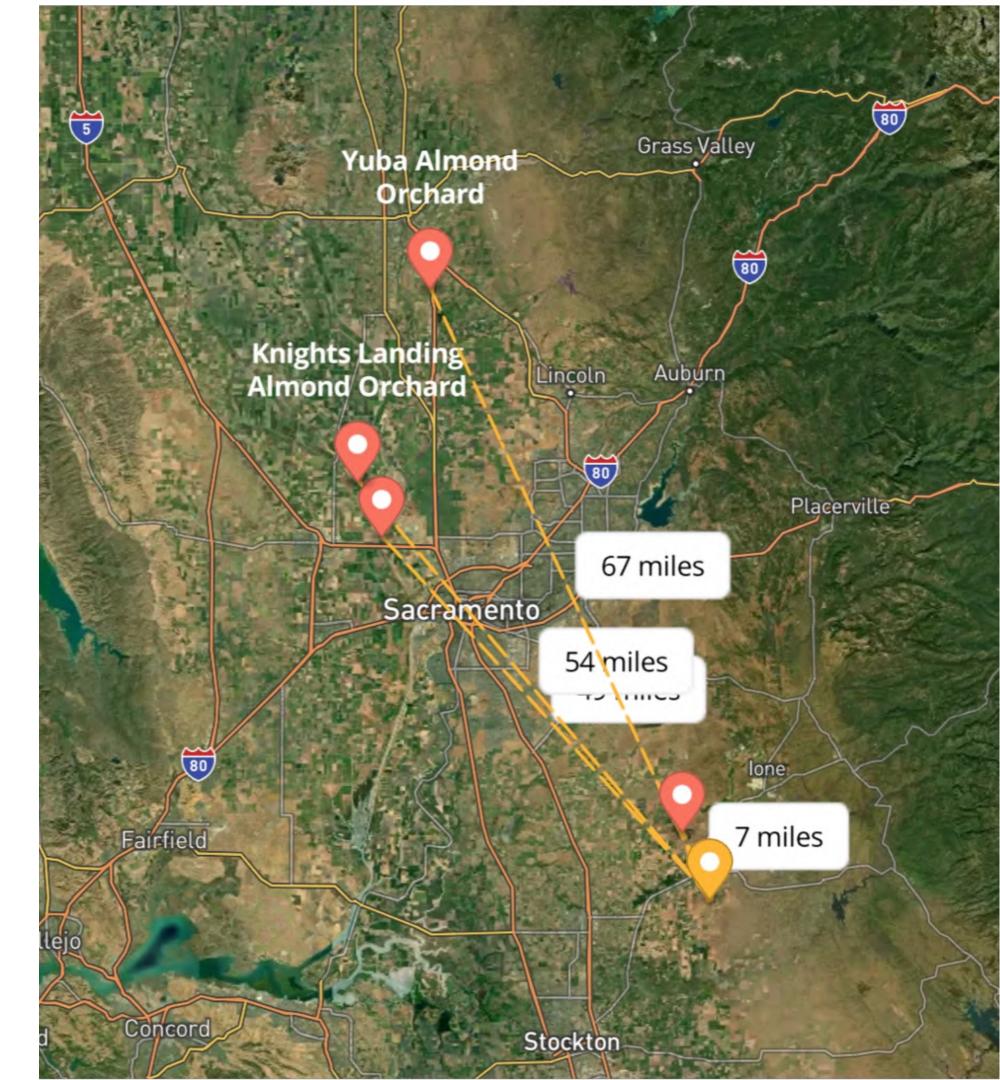
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Reservoi

Camanche

Village

Property Location -Relative to Nearby Cities and FarmTogether Properties



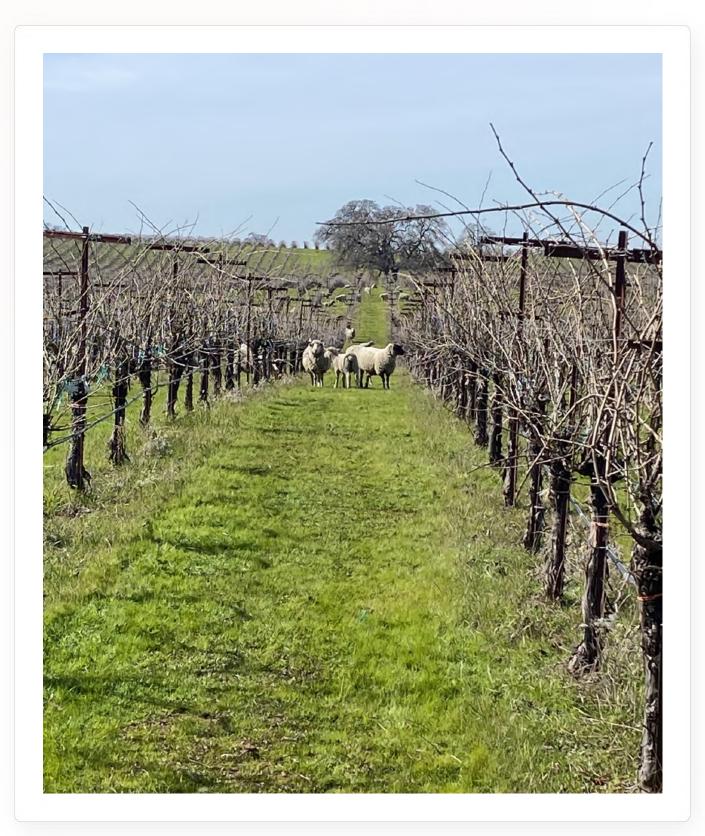
Photos of Hidden Oaks Organic Vineyard







Photos of Hidden Oaks Organic Vineyard (continued...)





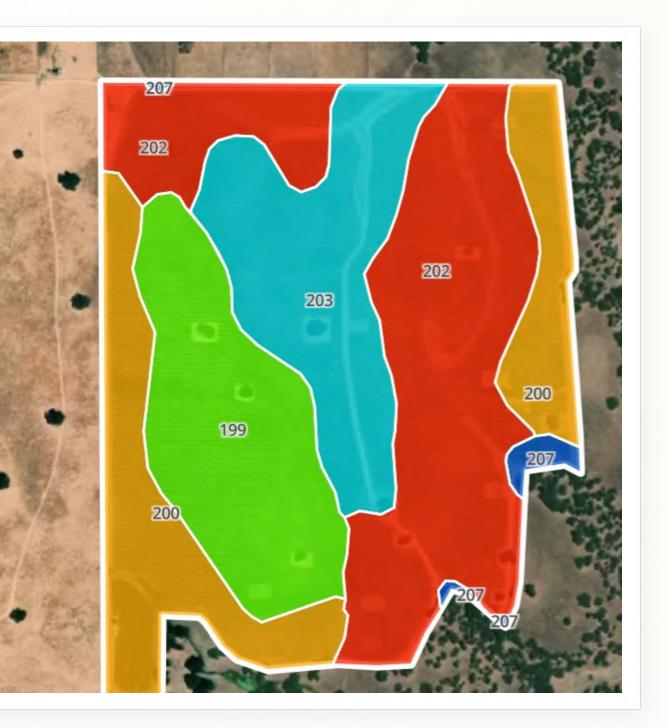


Soil Profile

This property features highly suitable soils for wine grape production:

Elevation					242 feet
Key	Туре	Slope C	lass	Acres	% of Tota
202	Pardee gravelly loam, 0 to 3 percent slopes	2	7	38.76	36.71
200	Montpellier-Cometa complex, 5 to 8 percent slopes	7	3	22.94	21.73
199	Montpellier sandy loam, 8 to 15 percent slopes	12	3	21.37	20.24
203	Pardee cobbly loam, 3 to 15 percent slopes	9	7	21.25	20.13
207	Pentz sandy loam, 15 to 50 percent slopes	33	7	1.29	1.23
Total				105.61	100.00%

***Note:** Slight difference from assessed acres due to manually outlining the property on the NRCS website.



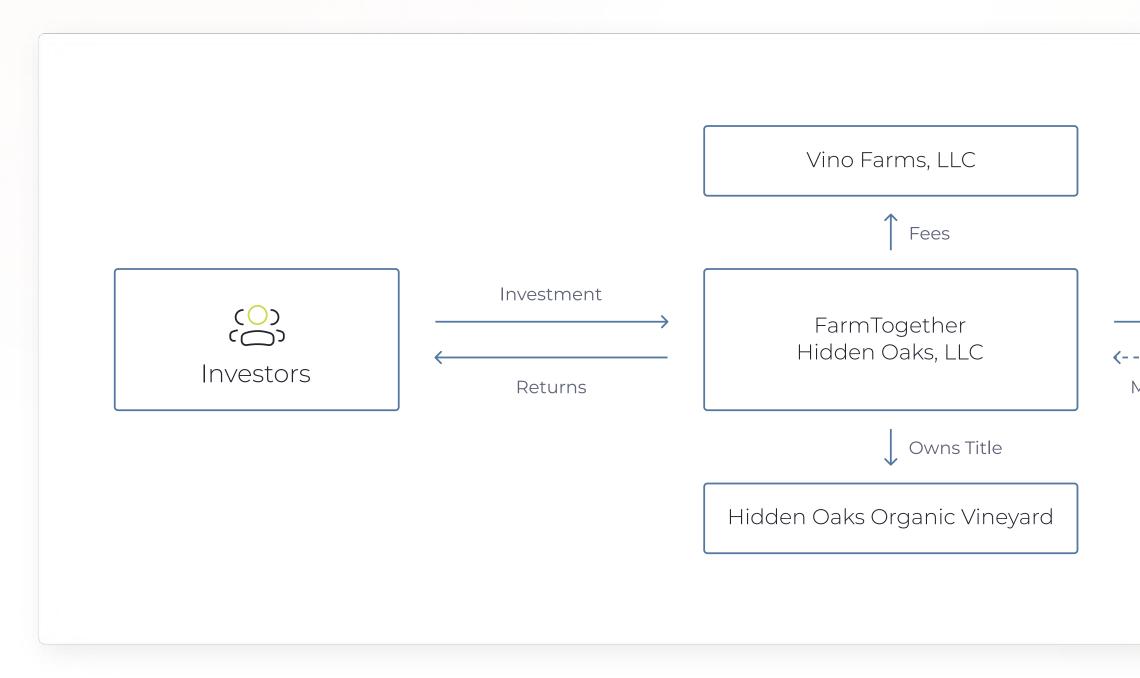
Water Resources at Hidden Oaks Organic Vineyard:

- This property will be irrigated with 100% groundwater, delivered via an automated micro-drip irrigation system with water supplied from an on-site well.
- Total annual water demand for the vineyard is roughly 1.5 acre feet per acre, a fraction of the water demand for most tree crops.
- This property is located in the far northeast corner of the Eastern San Joaquin Sub-Basin—designated a high-priority well by SGMA— and is regulated by the Eastern San Joaquin Groundwater Authority. Within the sub-basin, this property's location is in one of the highest areas of natural groundwater recharge.
- The local agency governing water use in this vineyard's specific location is the North San Joaquin Water Conservation District, which covers roughly 70,000 acres of irrigated cropland, about 24% of which are vineyards.
- Management actions—recently approved by the state— in both the district and the sub-basin have prioritized maximizing aquifer recharge, rather than restricting pumping, and no pumping curtailments are anticipated at this time.

*Note: "SGMA" refers to California's Sustainable Groundwater Management Act

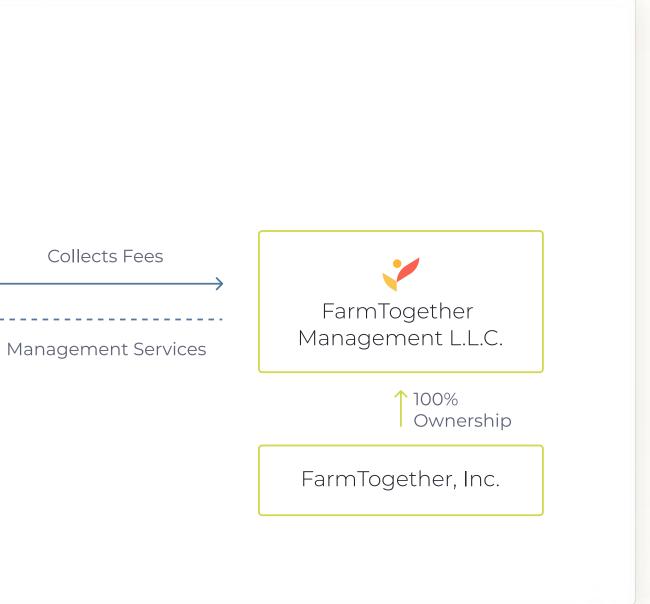


Legal Structure



Note: FarmTogether Hidden Oaks, LLC may not be the sole fee owner if it elects to purchase the property alongside other TIC investors.

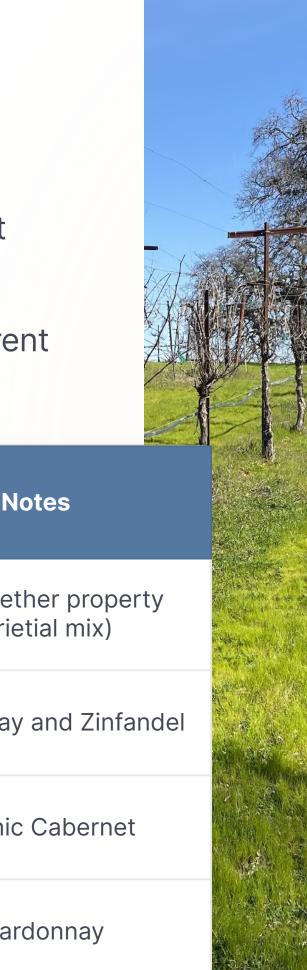




Attractively Priced with Strong Fundamentals

- We are purchasing Hidden Oaks Organic Vineyard for \$36,364 per net acre.
- This is below the average of comparable properties in the region, current listings, and our on-the-ground intelligence for off-market deals.

Date of Sale	City	Total Acres	Price Per Net Acre	Not
7/14/2022	Clements	165	\$36,964	FarmTogeth (Varieti
12/10/2021	Lodi	36.5	\$41,051	Chardonnay a
10/8/2021	Acampo	29.7	\$37,336	Organic (
4/21/2021	Lodi	31.0	\$33,871	Charde





Attractive O Farming Reg

Offering Size:

Target Net IRR:

Target Net Average Cash Yi

Target Multiple On Invested

Target Hold Period:

Exit Gross Proceeds (per ac

Institutional-Grade Oversigl

Note: The above return projections assume an inflation rate of 3.0% on both crop prices and farming costs, a land price appreciation rate of 4.0%, and further assume that both farming yields and crop prices from this property will follow our modeled trajectory. Target Net Average Cash Yield reflects both farm profits and returns of reserve capital.

opportunity in a Prime				
	\$4,126,138			
	10.2%			
ïeld:	5.5%			
d Capital:	2.2x			
	9 years			
cre):	\$66,897			
jht:	Close attention of FarmTogether's team			

Model & Estimated Payouts

- Hidden Oaks Organic Vineyard is modeled conservatively and priced in line with historical averages and current market conditions.
- We expect the farm to be profitable in 2023 and for investors to receive their first distributions in 2024, once progress payments are received.
- In 2024 and beyond, investors are projected to receive annual distributions from farm profits. We expect crop yields to remain stable at full production throughout the 9year hold period.



Model & Projected Payouts With \$100,000 Investment

A \$100,000 investment in this property would entail payment of \$1,975 toward FarmTogether's One-Time Fee.

Projected distribution	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	Total
Return of Capital	_	-	-	-	-	-	-	-	-	\$27,111	\$27,111
Income	-	\$5,296	\$5,501	\$5,712	\$5,928	\$6,152	\$6,381	\$6,617	\$6,860	\$7,965	\$56,412
Sale Proceeds	_	-	_	-	_	-	_	-	_	\$142,584	\$142,584
Total	-	\$5,296	\$5,501	\$5,712	\$5,928	\$6,152	\$6,381	\$6,617	\$6,860	\$177,660	\$226,107
Payout as % of your investment	-	5.30%	5.50%	5.71%	5.93%	6.15%	6.38%	6.62%	6.86%	177.66%	226.11%



Targeted Deal Structure - Project Basis

The purchase of the property will be financed with 100% equity.

Sources	\$	%	Uses	\$
Offering Size	\$4,126,136	100%	Project Basis	\$3,986,341
Client Equity	\$4,046,136	98%	Purchase Price	\$3,200,000
Total One-Time Fees	\$80,000	2%	Development CAPEX	_
Total Debt	-	0%	Working Capital + Reserve Capital	\$725,517
Debt - Purchase	-	0%	Escrowed Debt Service	-
Debt - Development	-	0%	Due Diligence + Closing Costs	\$62,824
			Total Pre-Raised Fees	\$139,795
			Pre-Raised Annual Mgmt. Fees	\$59,795
			FarmTogether One-Time Fee	\$80,000
			Structuring Fee	\$80,000
			0.0% of project basis	_
Total Sources	\$4,126,136	100%	Total Investment	\$4,126,136



FarmTogether Fees



- \$80,000 FarmTogether One-Time Fee
 - Allocated pro-rata per your capital contribution
- 1.50% Management Fee*
 - Calculated as a % of project basis not including one-time fee
- 5.00% Share of NOI**
 - Calculated as a % of net operating income at the end of each year

Note: *Netted against distributions **NOI is calculated after depreciation





Target Net IRR	10.2%
Target Net Avg. Cash Yield*	5.5%
Target Multiple on Invested Capital	2.2 x
Target Hold Period	9 years

Summary – Attractive Deal and Aligned, Dedicated Team

- Mature vineyard with high cash flows throughout full duration of 10-year hold period.
- USDA Organic and LODI RULES sustainability certifications provide value-added potential.
- In-demand grape from an up-and-coming, wellrespected AVA (Clement Hills).
- Exemplary mana widely recognize
- Competitively priced deal.
- Close attention of FarmTogether's institutional-level team.

***Note:** Calculations of Target Net Average Cash Yield include both returns of reserve capital as well as farming profits.



- Exemplary management by one of California's most
 - widely recognized and accomplished vineyard managers.

Launch Staging Schedule

We will launch this deal to repeat investors within Stage 1, and first-time investors within Stage 2. Both groups will have an equal opportunity to secure an investment: 50% of this deal is reserved for repeat investors (Stage 1) and 50% for new investors (Stage 2).

We will accept investments for this deal at the following times:

- 1. Stage 1 (Repeat Investors): We will begin accepting investments from repeat investors on Thursday, March 23, at 9:00am PST / 12pm EST. You will then have 24 hours to invest. We will close the portal for this group on Friday, March 24, at 9:00am PST.
- 2. Stage 2 (First Time Investors): We will begin accepting investments from first time investors on Friday, March 24, at 9:00am PST / 12pm EST. You will then have 24 hours to invest. We will close the portal for this group on Saturday, March 25 at 9:00am PST.



Our Deals Are Even Better Together

For a limited time only, diversify your portfolio by investing in both of our live deals – Cardinal Pistachio Orchard & our upcoming Hidden Oaks Organic Vineyard — and receive a waiver of your one-time fee on your second investment.

- For those who have already invested in Cardinal Pistachio Orchard, you will receive a waiver of your one-time fee on Hidden Oaks
 Organic Vineyard.
- For those who have yet to invest in either offering, you will receive a waiver of your one-time fee on your second investment.

Savings will be applied during the investment flow.

The promotion will begin on Thursday, March 23, at 9:00am PST,

12:00pm EST, when we will begin accepting investments into Hidden

Oaks from our Stage 1 access group (Repeat Investors)

Cardinal Pistachio Orchard Tulare County, CA



Frequently Asked Questions

How did you arrive at your exit value?

We estimate the value of the bareland to be \$25k/acre and project it appreciating at 4%. We then factored in the age of the existing vines and their remaining economic life to project their remaining cashflows at the point of sale. Those cash flows were then discounted back—at a high discount rate as a measure of conservatism— to the projected sale date to arrive at our terminal value estimation.

What types of insurance will this property have?

General liability and multi-peril crop insurance.

Have you secured debt either for the purchase of the property or for its development? How have you structured it?

In the current interest rate environment, debt is not accretive for this type of investment, so we will purchase this opportunity exclusively with equity.

What happens if FarmTogether goes out of business? Is my investment safe?

Each investment is a unit in a separate LLC that owns the title to the land. All investors retain their legal ownership in this LLC independent of FarmTogether. In the event of our inability to continue servicing this asset, we will aim to secure an external manager to continue to operate the LLCs per the existing agreements.

What happens if your farm manager / operating partner goes out of business?

In the unlikely event that current operator defaults, we have the ability to contract the management of this farm out to other high-quality operators in the region.





How To Invest + Q&A

Can invest through LLCs, Self-Directed IRAs, trusts, corporations, etc.
The minimum investment is \$15,000.
Accredited US or international investors from FATF countries.

Invest in a matter of minutes at <u>FarmTogether.com</u>. **Email us** with your questions at: investments@farmtogether.com

Rose Rock Pecan Orchard

Love County, OK