Investing in Agriculture – What Does the Future Hold?
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Shari Rogge-Fidler
President and CEO
Farm Foundation

Today’s webinar is made possible by a grant from Farm Credit
Investing in Agriculture – What Does the Future Hold?

- Participants can submit questions by clicking on the Q&A button at the bottom of their screens.
- When submitting questions, please include your name and company so questions may be contextually understood.
- Due to time limits, the moderator may not be able to ask all questions submitted.
- This forum is being recorded and will be posted on our website at farmfoundation.org.
- If there are any connectivity issues during the forum, we ask that you stay on the forum as those generally rectify themselves after a few moments.
- When the forum concludes, participants will receive a link to a short survey—Farm Foundation appreciates you taking the time to complete it.

#FarmFoundationForum
Farm Foundation is an accelerator of practical solutions for agriculture. Our mission is to build trust and understanding at the intersections of agriculture and society. We accomplish this by leveraging non-partisan objective dialogue, information and training, catalyzing solutions and creating multi-stakeholder collaboration.

Our vision is to build a future for farmers, our communities and our world.

Since 1933, we have connected leaders across agricultural sectors—farming, business, academia, organizations and government.
Connect with us: farmfoundation.org

@farmfoundation  @thefarmfoundation  @farmfoundation.org  @thefarmfoundation  Farm Foundation

#FarmFoundationForum
Investing in Agriculture – What Does the Future Hold?

Panelists

Seana Day
Partner
Better Food Ventures

Cristina Rohr
Principal of Investments
S2G Ventures

Kiersten Stead
Managing Partner
DCVC

Joelle Faulkner
Founder and CEO
Area One Farms

#FarmFoundationForum
Seana Day
Partner
Better Food Ventures

#FarmFoundationForum
Today’s Agenda:

• Where Have We Come From?
• Where Are We Today?
• Where Are We Going?
• What Have We Learned and Why is it Important?
The Better Food Ventures Team:
Expertise Across AgTech, Indoor Ag, and Food Tech

We uniquely leverage our years of working closely as a team,
exclusive focus, deep industry experience, institutional backgrounds,
and extensive global network
Quick Retrospective
The Technology Adoption Curve
(or Gartner Hype Cycle)

1. Tech Trigger
2. Peak of Inflated Expectations
3. Trough of Disillusionment
4. Slope of Enlightenment
5. Plateau of Productivity
Precision Ag Innovation Hype Curve (2016)

Innovation Trigger - Peak of Inflated Expectations - Trough of Disillusionment - Slope of Enlightenment - Plateau of Productivity

Sources:
- Amazon for Inputs
- Uber for Tractors
- Blockchain
- Farm IoT
- In field wireless
- Deep Learning
- On Plant Sensors
- Synthetic Aperture Radar
- Fully Autonomous
- Indoor Farming
- Water trading
- Blockchain
- Soil sensors
- Machine Learning
- Drones
- Traceability Platforms
- Nano-Satellites
- Dashboards
- Scouting Apps
- Moisture sensors
- Hyper-local weather
- Aerial Imagery
- Cloud
- Big Data
- Farm ERP
- In cab displays
- Soil Sampling
- Yield Monitors
- Autosteer
- VRT
- NDVI
- Water trading
- Synthetic Aperture Radar
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- Soil Sampling
- Yield Monitors
- Autosteer
- VRT
- NDVI

Source: Monsanto Growth Ventures
Precision Ag Innovation Hype Curve (2020)

- **Innovation Trigger**
  - Full Autonomous
  - Water trading
  - Deep Learning

- **Peak of Inflated Expectations**
  - Carbon Marketplaces
  - Hyper-spectral
  - Amazon for Inputs

- **Trough of Disillusionment**
  - Bee-Tech
  - Soil sensors
  - Scouting Apps

- **Slope of Enlightenment**
  - Carbon Marketplaces
  - Hyper-local weather
  - Traceability

- **Plateau of Productivity**
  - Machine Learning
  - Big Data
  - Cloud Dashboards
  - NDVI

**Technologies**
- Ag+FinTech
- On-Plant Sensors
- Soil Sampling
- Big Data
- NDVI

**Applications**
- VRT
- In-cab displays
- Yield Monitors
- Autosteer
The AgTech Adoption Puzzle

2015

2020

2025

AgTech Adoption Curve

Trust
Interoperability
Connectivity
Standards
Tech Support
Data Platform
Partnerships
Traceability
Today, Where Are We on the Digitalization Journey?
Where have we come from and where are we going?
Investment Trends 2016-2020 (and Beyond)

Potential Accelerators:

- **Gov’t stimulus used for F&A infrastructure investment and key initiatives** (e.g. soil health, inland waterways / storage, digitize regulatory reporting)

- **New Sources of Capital**

- **Investment & Adoption in Developing Markets**

Source: AgFunder Investing Reports and Crunchbase

COVID-19
Is Venture Capital Aligned with Market Needs?

1H 2020 Global AgriFood Investments

$3.0B in 359 deals
$1.6B in 119 deals
$4.1B in 312 deals

“Messy Middle”

18% of Dollars
15% of Deals

Source: AgFunder Investing Reports
# 2021 Investable AgTech Themes: Beyond the Farmgate

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<thead>
<tr>
<th>Data User</th>
<th>Data Set Examples</th>
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<tbody>
<tr>
<td>Institutional</td>
<td>Soil / Crop Productivity</td>
<td>Valuation</td>
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<td>Ag Land Investors</td>
<td>Yield Forecasting</td>
<td>Risk</td>
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<td>Crop Planning / Modeling</td>
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<td>ERP / MRP / MOM</td>
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<td>CPGs</td>
<td>Crop input reporting (FMS)</td>
<td>Sustainability</td>
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<td>Brands</td>
<td>Mgmt. Practices</td>
<td>Traceability</td>
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<td>3rd Party Verification</td>
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Key Learnings...From Then to Now

• The importance of Trust
• Data isn’t worth much without insights
• User Experience / User Interface (UX/UI)
• Understanding the totality of a farming operation and all of the support systems (Point solutions vs. System of Systems)
• Tech’s role in biological advancements (farming for yield) and tech’s role in profitability (farming for cash flow)

• Post-COVID?
  – Sharper focus on “need to have’s” vs. “nice to have’s” (wallet share and access to VC)
  – Remote worker dependence on cloud and mobility (sales, advisors, learning tools)
  – eCommerce and omnichannel experiences
Thank you!

Seana Day
Seana@betterfoodventures.com
@seanahull (twitter)
Cristina Rohr
Principal of Investments
S2G Ventures
S2G Ventures Company Overview

Healthy planet, healthy people, healthy profits.
We’re harnessing the power of food innovation to create better outcomes for people and the planet.
We invest holistically from soil to shelf.

We back and support trailblazing entrepreneurs.

We act as a hub – convening diverse partners and perspectives.
S2G Ventures
Founded in 2014. Located in Chicago and San Francisco.

We invest holistically from soil to shelf.

$500K-$20M
Investment size

Seed, venture and growth stage companies.

Full value chain mandate.

We back and support trailblazing entrepreneurs.

50+ Portfolio Companies

5 Countries

We act as a hub – convening diverse partners and perspectives.

250+ Co-investors including 40 corporates

250+ Strategic relationships with key players in food production, processing, and retailing
Backing and supporting entrepreneurs across the **United States and beyond.**
Impact investing combines financial returns with positive long-term social and environmental impacts.

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<tr>
<th>Financial Returns</th>
<th>Social &amp; Environmental Impacts</th>
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<tr>
<td>150%</td>
<td>Climate Change</td>
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<td>Average Portfolio Company Revenue Growth</td>
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<td>1.2B</td>
<td>Farmer Profitability</td>
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<tr>
<td>Total Portfolio Company Revenues in 2019</td>
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<td>1.6B</td>
<td>Food Access &amp; Affordability</td>
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<td>Of Total Capital Added to the System Overall</td>
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<td>Human Health</td>
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**White Space**

Early stage risk has significant catch up in order to reach levels seen in adjacent venture backed sectors.

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<tr>
<td>Information Technology</td>
<td>$126B</td>
<td>12.8%</td>
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<td>Healthcare</td>
<td>$54B</td>
<td>3.1%</td>
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<tr>
<td>Financial Services</td>
<td>$52B</td>
<td>3.6%</td>
</tr>
<tr>
<td>Food &amp; Ag</td>
<td>$9B</td>
<td>0.5%</td>
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We are active investors.
One of the largest and most active AgriFood venture and growth funds.

- Manage $700m of capital
- Evaluate 1000+ deals annually
- Strategically co-invest with 250+ syndicate partners

Number of deals, 2019:
- 25
- 20
- 15
- 10
- 5

Agfunder Agri-FoodTech Investing Report - 2019
Investing from Soil to Shelf

By connecting the dots between the consumer and farm, we have an outsized impact on all aspects of the ecosystem.

**PRODUCTION**
Designing crop traits for taste, function and nutrition creates new choices for consumers.

**SUPPLY CHAIN**
Evolving in response to consumer desire for increased safety, transparency and sustainability.

**CONSUMPTION**
Consumer demand drives changes in the supply chain and production approaches.

- Ag Inputs
- Farmers & Producers
- Ingredients
- Packaging & Perishability
- Logistics
- Transparency & Traceability
- Brands
- Channels
- Consumers

On Farm Technologies
Financing & Merchandising
Our portfolio

PRODUCTION

SUPPLY CHAIN

CONSUMPTION
Our Ecosystem

S2G sits at the center of a community that collaborates to transform and improve the overall food system.

- **Advisor Network**: 100+ deep relationships with industry influencers
- **Investor Network**: 250+ co-investors, including 40 corporates
- **Value Acceleration Resources**: 100+ deep relationships with industry influencers
- **Industry Network**: 250+ strategic relationships with key players in food production, processing and retailing
Our thesis
## Thesis underpinned by a changing consumer

### Nutrition
- More Natural & Functional
- More Clean Label

### Access
- More Decentralized
- More Digital / Online Grocery

### Assurance
- More Traceability
- Less Loyalty to Mega Brands

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<tr>
<th>Metric</th>
<th>Value</th>
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<tr>
<td>Growth of conventional</td>
<td>4x</td>
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<tr>
<td>Shoppers changed</td>
<td>62%</td>
</tr>
<tr>
<td>Single urban households</td>
<td>95%</td>
</tr>
<tr>
<td>5-year CAGR of food</td>
<td>57%</td>
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<tr>
<td>Consumers want to know</td>
<td>81%</td>
</tr>
<tr>
<td>Top 100 CPG Brands losing</td>
<td>90%</td>
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The Future of Food – Antifragile and resilient innovations outperform in chaos.

**Resilient + Technological Deflationary**

**Antifragile**

<table>
<thead>
<tr>
<th>Distributed Modular System</th>
<th>Embrace Complexity</th>
<th>Agility And Speed</th>
<th>Deflationary Platforms And Tech</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Platforms that are adaptable to change</td>
<td>• Embrace interconnected systems</td>
<td>• Adaptive to changing market dynamics</td>
<td>• Lower price to consumers (lower cost of production)</td>
</tr>
<tr>
<td>• Autonomous decision-making throughout the system</td>
<td>• Observe the features of a system and develop insights</td>
<td>• Decentralized</td>
<td>• Exude pressure on the market to decrease prices</td>
</tr>
<tr>
<td>• Hub and spoke models</td>
<td></td>
<td>• Scale up and down efficiently</td>
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✔ Indoor Ag
✔ Micro Fulfillment Centers
✔ Internet of Things
✔ Digital agriculture
✔ Trust & Transparency
✔ Food as Medicine
✔ Agricultural FinTech
✔ Automation
✔ Online grocery
✔ Cellular Ag and Protein
✔ Material Science
✔ AI / ML
✔ Computational Biology
✔ Upcycled Waste Streams

Entrepreneurship And Innovation That Outperforms In Chaos
Although few trends have begun during coronavirus, it has catalyzed the adoption of existing trends.\(^\text{32}\)

<table>
<thead>
<tr>
<th>ALTERNATIVE PROTEIN</th>
<th>INDOOR AGRICULTURE</th>
<th>DIGITAL AG</th>
<th>ONLINE GROCERY DELIVERY</th>
<th>FOOD AS MEDICINE</th>
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<tr>
<td>7.9% growth per year in meat alternatives</td>
<td>$49.6 billion by 2025 size of global indoor farming market</td>
<td>$240 billion by 2050 digital ag market including sensors, drone, AI, etc.</td>
<td>3% of the grocery market is online, but is expected to quadruple by 2023</td>
<td>$277 billion in growth for the functional food and beverage market between 2020 and 2024</td>
</tr>
<tr>
<td>$14.2 billion by 2022 estimated size of the plant-based meat sector</td>
<td>$13 billion by 2023 estimated size of vertical farming</td>
<td>$12.9 billion market by 2027 precision agriculture market in the United States</td>
<td>$365 billion by 2030 estimated size of the online restaurant delivery</td>
<td>80% of consumers believe functional foods help prevent / delay the onset of some diseases</td>
</tr>
</tbody>
</table>
Alternative Protein

The next generation of protein production will be driven by production speed, price, and taste.

Animal agriculture is a large, growing market globally; however, the pandemic has exposed challenges with the long production cycle and centralized processing facilities. Beef takes between 18 and 24 months, chicken between six to eight weeks, and pork around six months from birth to slaughter.

Covid-19 Catalytic Factor

Processing facilities disruption:
- Smithfield’s pork facilities shutdown impacts nearly 5% of the U.S. pork supply
- JBS closed a ground beef facility in Pennsylvania until at least mid-April due to COVID-19 cases

Asymmetrical relationship between just-in-time inventory through grocery and the long-cycle production for animal production

Centralized processing facilities expose further food safety and pathogen risks

Innovation Opportunities

- Cellular protein
- Plant-based protein
- Fungi
- Algae
- Other biomass concepts
Indoor Agriculture
Stability through decentralized production, automated and integrated systems, and redefining a perishable supply chain.

Advantages of Indoor Growing

- Locally produced with fewer miles – arbitrage to imports and alignment with food nationalism
- Year-round availability of seasonal crops
- Faster organic scaling than outdoor transition and certification

Innovation Opportunities

- Integrated facilities with machine learning to optimize all aspects of grow environment
- Contactless food with automation from planting to harvest to packaging
- Food safety and traceability solutions
Digital Agriculture

Innovation in light of field labor shortages.

Innovation Opportunities

- On-farm sensor technology to monitor key variables to monitor grow environments (local weather, leaf temperature, photosynthesis, et al)
- Drone technology to help farmers monitor and analyze crops quicker than current technology allows
- Robotics and automation to enhance harvesting – either augmenting or replacing current labor constraints
- Precision application of pesticides and fertilizers
- Targeted use of nutrients and water use
- Shelf-life extension technologies

“California’s nearly $50-billion agricultural industry is bracing for a potential labor shortfall that could hinder efforts to maintain the nation’s fresh produce supply amid the widening coronavirus outbreak.”

Los Angeles Times
Channel Digitalization

Food distribution will be more agile, traceable and personalized.\(^{35}\)

- Online grocery has grown from 4% pre-COVID-19 to around 8% with expectations of reaching 10% by the end of the year.

- Safety and social distance practicing have been important for both consumers and employees – to-date there have been at least 41 grocery store employees (there are 3 million grocery store employees in the U.S.) that have died of COVID-19.

- Amazon (owner of Whole Foods) has stopped accepting new customers for Amazon’s online grocery delivery and shifted hours at select Whole Foods locations to prioritize customers purchasing online.

  - Whole Foods’ stores offering pick-up services grew from 80 to 150 locations in the pandemic’s start.

- The current food system is tens of thousands of arrangements of supply and demand; however, as the system has broken down there is significant supply with minimal demand (caused by the deterioration of food service) leading to significant food waste.

  - Dairy Farmers of America estimates farmers are dumping as much as 3.7 million gallons of milk per day.
Food As Medicine
The convergence of food, science and technology to build a resilient population.

- Approximately 90% of hospitalized patients identified through COVID-NET had one or more underlying condition – the most common being obesity, hypertension, chronic lung disease, diabetes mellitus, and cardiovascular disease
- Approximately 42.4% of the population falls in the obese category
- In the United States, there is only 2.2 hospital beds per 1,000 people (not set up for emergency situations)
- Consumers continue to look for reformulation – reduced sugar, trans fat, and sodium along with clean label and outcome-based food solutions
- 80% of consumers believe functional foods help prevent or delay the onset of heart disease, hypertension, osteoporosis, and type 2 diabetes
- 60% consumers associate functional foods with benefits linked to age-related memory loss, cancer, and Alzheimer’s disease

Innovation Opportunities
- Microbiome
- Functional ingredients
- Precision and personalized nutrition
- Medical foods
Catalysts From The Pandemic, Pressure On Business, And Secular Themes:

A redefined baseline for innovation in a post-COVID-19 world

POTENTIAL CATALYSTS FROM COVID

- **Fragility**
  - The Breakdown Of Labor And Logistics

- **Behavior Change**
  - Massive Changes Are Possible In Short Order

- **Relationship With Interdependency**
  - The Nature Of Globalization Redefined

- **Data Failures**
  - Making Decisions With Anecdotal Evidence And Little Systematic Data

COMMERCIAL CONSIDERATIONS

- **Increased Importance Of Mass Customization With Agility**

- **Reduction In Risk – Flattening The Volatility Curve In Demand And Supply**

- **Increased Focus On Profitability And Differentiation**

- **Race For Productivity (With Reduced Externalities) – Survive, Thrive Or Die**

- **Digitalization**
- **Decentralized Food Systems**
- **De-commoditization with Deflation**
- **Food as an Immunity**
The Future Of Food In The Age Of Covid:
Innovation and Entrepreneurship in the New Food System

<table>
<thead>
<tr>
<th>Themes</th>
<th>Digitalization</th>
<th>Decentralized Food Systems</th>
<th>De-commoditization with Deflation</th>
<th>Food as an Immunity</th>
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<td>Productivity &amp; Knowledge</td>
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<td>Profit Per Acre</td>
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<td>chronic lifestyle disease</td>
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<td>– obesity, type 2 diabetes, et al.</td>
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<td>Reduced Risk</td>
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<td>Data as way to reinsure</td>
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<td>business productivity and</td>
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<td>profitability</td>
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<td>existing system to</td>
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<td>Polyculture</td>
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<td>food/energy nationalism</td>
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<td>Beyond Yield</td>
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<td>nutrition aligned with</td>
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<td>preferences</td>
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<td>Pandemic, Plants, Animals</td>
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<td>Current and future</td>
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<td>pandemics under way -</td>
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<td>African swine flu,</td>
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<td>other abiotic</td>
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<td>risk increasing going</td>
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Thanks.
Kiersten Stead
Managing Partner
DCVC

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DCVC Bio

- Early investors in Agriculture, Healthcare & Industrial Biotechnology
- Uniquely leveraging Deep Tech, AI, robotics and advanced computing—and DCVC’s dominant franchise in these areas
- Driven scientists, founders and investors who have delivered commercial and venture results together for a decade
The team at DCVC Bio built the first generation of Deep Tech life science companies

Novel Chemistry & Modalities
- Plexium
- Frontier Medicines
- Atomwise

Microbial Frontiers
- Pivot Bio
- Novome Biotechnologies

Antibodies
- AbCellera
- Alchemab Therapeutics
- Pairwise

Genome Editing
- pairwise

Biomaterials
- Zymergen
- MycoWorks

Super-Human Agriculture
- BluRiver Technology
- Pyka
- Verdant Robotics
- Sabanto
AgTech VC funding over time

Upstream vs. Downstream AgTech Financing ($B) (1)

2018 Global VC Market was $254B, up from $174B in 2017 (2)

$ figures in billions

<table>
<thead>
<tr>
<th>Year</th>
<th>Upstream AgriTech $</th>
<th>Downstream AgriTech $</th>
<th>Monsanto R&amp;D</th>
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<tbody>
<tr>
<td>2012</td>
<td>$0.5</td>
<td>$0.6</td>
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<tr>
<td>2013</td>
<td>$0.6</td>
<td>$0.6</td>
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<td>2014</td>
<td>$2.8</td>
<td>$1.1</td>
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<td>2015</td>
<td>$3.0</td>
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<td>2016</td>
<td>$3.3</td>
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<td>2017</td>
<td>$4.8</td>
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<td>2018</td>
<td>$6.9</td>
<td>$6.9</td>
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</tbody>
</table>

Source: AgFunder 2017 and 2018 reports, Statista.

(1) Upstream includes ag biotech, ag market places, bioenergy & biomaterials, farm management, robotics & equipment, novel farming, midstream technologies and innovative food. Downstream includes retail, restaurant marketplaces, eGrocery, home & cooking tech, meal kits & online restaurants.

(2) Per KPMG Venture Pulse report for 2018.
Challenges for innovating in agriculture

➢ Consolidation and de-leveraging

➢ M&A? IPOs? Venture Capital returns?
  ➢ $19.3B in (2017-2019) and X Out?

➢ Forces working against science-based improvement in agriculture

➢ Can new companies be disruptive in agriculture?
  ➢ "AgTech has been more than just the God that failed, it is the Rebel that has been tamed”
    (Shubhank Shankar, Syngenta Ventures, Linkedin)
Reimagination of agriculture in the current economic cycle

- 3 of the top 10 most dangerous jobs
- Labor shortages
- Vast opportunities available to build climate resiliency
- Aggregation of land/ stewardship a challenge in small-holder environments
- Fully robotic systems
- Emerging biotechnologies & compute applied to new crop protection and genetics
- New therapeutic chemistry modalities and metabolic engineering
Joelle Faulkner
Founder and CEO
Area One Farms

#FarmFoundationForum
Disclaimer

Information herein provided is confidential and shall not be shared by the recipient with any other party without the expressed written consent of Area One Farms Management Inc. or an authorized representative and confirmed in written consent or through email. The information provided is not a formal offering memorandum nor does it serve to advise investors on the efficacy of the proposal; decisions to participate shall be made independently by all prospective investors / partners and shall be subject to their own due diligence and research. The information contained herein covers a wide range of factors associated with this proposal inclusive of business strategy, preliminary financials, sector research, asset allocation research, and risk research. These have been documented for the purpose of transparency and full disclosure but do not serve as a final or necessarily complete analysis of all factors associated with a prospective investment / partnership interest any party may elect to take on.
Introduction

Area One:

- Founded in 2012 by Joelle Faulkner (CEO), a multi-generation farmer.

- More than $300 million in committed and invested equity and 140,000 acres under management.

- Focuses on capital improvements, bringing land back into production or increasing its productivity.

- Unique approach: Partners with farmers and shares income AND appreciation. Joint ownership and doing well by farmers makes us a desirable addition to the agricultural sector.
Canadian Farmland: Real Assets with Stable Long-term Returns
Farmland Return: Real & Uncorrelated

<table>
<thead>
<tr>
<th>Asset Type (20-Year Average)</th>
<th>Annual Return (p.a.)</th>
<th>Standard Deviation (p.a.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Canadian Farmland</td>
<td>10.1%</td>
<td>3.7%</td>
</tr>
<tr>
<td>Canadian Long-term Bonds</td>
<td>3.95%</td>
<td>7.3%</td>
</tr>
<tr>
<td>Canadian Stocks</td>
<td>7.6%</td>
<td>17.0%</td>
</tr>
</tbody>
</table>
Canadian Farmland Value Drivers

- **Commodity prices might not increase:**
  - While most believe that the separation between supply and demand will drive higher prices, we believe that innovation will keep up – so invest in a region where yields can increase.
  - The Canadian dollar hedges commodity prices.

- **Increased yields add to profitability:**
  - Canola: 5.7% p.a. (2008 to 2017)
  - Wheat: 5.1% p.a. (2008 to 2017)

- **Higher value crops add to profitability:** Soybeans, corn, and lentils increased by 20% between 2014 and 2018.
Canadian Investment Opportunity

Restrictive market:
- About 85% of Canadian farmland sells ‘off-market’ (privately and without any public listing).
- Legislation requires an exemption for the acquisition or ownership of farmland by any entity that has a non-Canadian beneficiaries.

Need for private equity:
- Consolidation of farmland, increase of young farmers, and growing farm families are driving the need for equity.
- Canadian family farms require capital to bring their land-base to scale, add machinery, and make capital improvements to infrastructure and land in order to become efficient.
- Area One finances capital improvement projects (like land conversion) that traditional lenders do not because the value of such project only translate to additional cash-flow at completion.
Investment model: Designed to Attract Top-Tier Operating Partners & Investors
Investment Model

- Area One’s ‘partnership model’ allows Farm Partners to grow without risk.
- The Farm Partner earns income and appreciation for managing and earns income and appreciation for their investment.
Why it Works

- Working together, using capital wisely, we make more money, so we have more money to share.
  - Associated businesses:
    - Land improvement and reclamation;
    - Hay exporting, as contract grower;
    - Seed production, as contract grower;
    - Anything else that a farmer does and brings.

- As a desirable partner, who is helping farmers increase their long-term ability to own the land, we are being approved as an investor acting in the “public interest”.
An Impact Investment: Farmer First

ENVIRONMENT
- The firm’s partnership approach incentivizes its local Farm Partners to make operating decisions that maximize long-term sustainability.
- Area One seeks strategic investments with farmers who are leaders in sustainable farming.

SOCIAL
- Area One’s model builds more stable and prosperous rural communities:
  - Farm staff have living wages.
  - Farm Partners build equity, enabling them to acquire a significant portion of their Area One farm upon exit.

GOVERNANCE
- Area One supports professional management.
- Area One shares best practices across Farm Partners.
Questions?

Joelle@areaonefarms.ca
Thank You
Investing in Agriculture – What Does the Future Hold?

Q & A

Today's webinar is made possible by a grant from Farm Credit
Investing in Agriculture – What Does the Future Hold?

Thank You