



# Las Lomas Tahiti Lime Farm

A Turnkey Farmland Ownership Opportunity  
Through LOTs (Land Ownership Titles)

## 2023

The information contained in this brochure is an offer for fee simple titled real estate and does not constitute any offer of securities. The information provided by the property manager presents the opinions of local agronomists, and Farmfolio and its affiliates make no representation or guarantee related to crop or financial projections.



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# About Farmfolio

Farmfolio is a company dedicated to providing access to real assets in agribusiness. Founded on the knowledge that agriculture is an industry that outperforms in the long term, Farmfolio has implemented niche, high-value opportunities across a variety of product categories and regions during its eight-year history. With a focus on vertical integration, emerging markets, permanent crops, and exports, Farmfolio's vision has brought together a robust network of agribusiness stakeholders and professionals from across the globe, creating a forward-thinking community that forms the basis of the company's success.



## > IDENTIFY

Farmfolio's boots-on-the-ground presence allows the company to perform extensive due diligence on our opportunities. With data-driven insights on market dynamics, agronomic conditions, logistical access, and more, Farmfolio is able to put each potential offering through a rigorous and multi-faceted vetting process, allowing us to provide some of the finest agribusiness opportunities anywhere.



## > DEVELOP

The highly granular knowledge and skills that Farmfolio has developed over its history allow us to bring our projects to fruition with incredible precision and speed. Whether its planting new trees, taking control of existing farms, or implementing crucial solutions across the agribusiness supply chain, Farmfolio has been able to bring about rewarding ventures for a wide range of participants.



## > MANAGE

Through its deep connections to stakeholders across international agribusiness supply chains, Farmfolio has created a network of allies, companies, and service providers capable of guiding its projects to success. From grower networks to fruit distributors to farm management teams, we've assembled some of the agriculture industry's best and brightest in order to create maximum value for stakeholders.



# Las Lomas

Las Lomas represents a one-of-a-kind opportunity to own titled, productive farmland within a secure and pre-developed agribusiness ecosystem. Out of the thousands of acres of farmland surveyed by Farmfolio, Las Lomas stood out for its strategic location, excellent agronomic quality, and advanced internal infrastructure. Ideal for anyone looking to add diversification, passive income, inflation hedging, emerging market exposure, and/or real assets to their portfolio, the Las Lomas opportunity grants a unique type of access to the farmland space. Consisting of 147 acres and over 20,000 Tahiti lime trees, this farm is among the best fractionalized farmland ownership opportunities in the world.

LOTs Available	Price Per LOT	Harvest Status	First Proceeds*
93	\$41,000	Currently Harvesting	Jan. 2024

\*For more information on proceeds, see page 10.

## Location

Las Lomas is located in the Quindío department of Colombia, one of the world's premier agricultural regions. Known for its fertile volcanic soils and long-standing agricultural traditions, the region features green, rolling hills, and a temperate climate that make it ideal for growing virtually anything. A growing tourist hotspot, the ongoing development of the region has already generated considerable value for real estate assets in the area. This trend is poised to continue due to Colombia's ongoing 4G and 5G infrastructure investment projects, which will further connect the region to the country's coastal ports via a series of new highways, tunnels, and bridges. Las Lomas is strategically located in close proximity to these future transportation networks, which will add significant upside potential to the opportunity.





# Farm Selection

Las Lomas has been selected for the LOTs program as the result of an extensive due diligence process led by Farmfolio’s in-house land assessment team, in collaboration with the company’s third-party auditors, surveyors, agronomists, and other service providers. This process involves a series of multidisciplinary assessment tools such as the verification of documents and titles, the measuring of key agronomic indicators, and the analysis of proximity to existing and future infrastructure. Chosen from among thousands of acres of potential acquisitions, Las Lomas is one of the finest farms in the country.

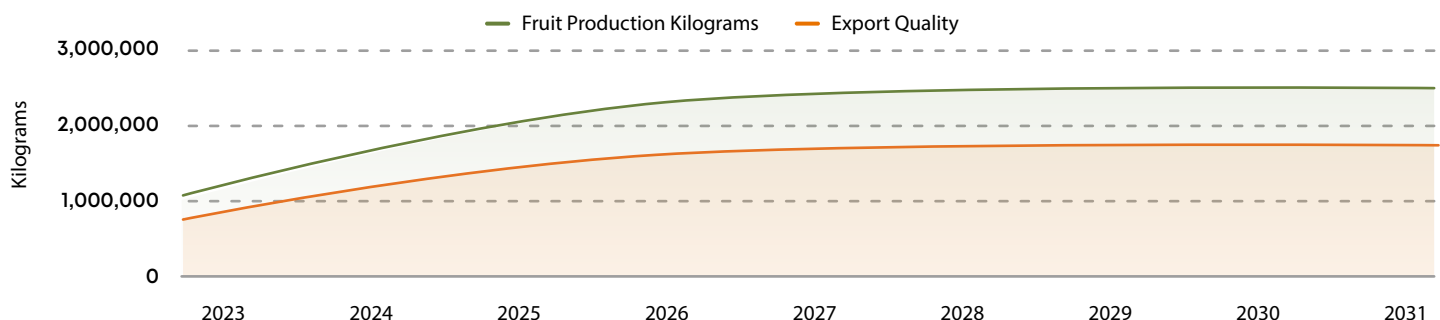
## Key Farm Data

Altitude	Average Temperature	Average Annual Precipitation	Average Monthly Sunlight	Projected Export Ratio
1,800 m (5,905ft)	22.8 C° (73 F°)	3,005 mm (118.3 in)	150 hours	70%

The farm selection process consists of two fundamental categories: biological factors and non-biological factors. In terms of biological factors, key indicators include soil quality, average temperature, farm topography, and luminosity. Non-biological factors include the presence of existing internal infrastructure such as inner roads, storage areas, footpaths, and worker rest stations, as well as drainage, logistical access, and the presence of a strong local labor force. Once a farm has passed through these initial quality-control parameters, it moves to a more in-depth analysis of data factors.

Before making the decision to include a farm in the LOTs program, Farmfolio collects significant data on the farm's performance. First, the average production capacity of trees in the region was found to be sufficiently high, at about 120 kilograms per year at full tree maturity. Second, export-quality fruit ratios were measured to be consistently in excess of 70%, which is the target percentage for this metric. Last, yearly rainfall has averaged nearly 3,000 millimeters per year, which is above the threshold required to eliminate the need for irrigation on the farm. These factors make Las Lomas one of the country's top lime farms.

### > Las Lomas Fruit Production (Forecasted)





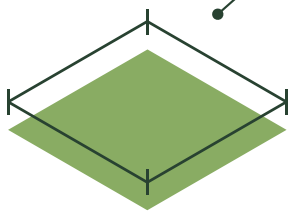
# LOTs Structure

LOTs (Land Ownership Titles) are fractionalized farmland ownership opportunities that allow individuals to own secure, titled farmland real estate assets. Each LOT represents the ownership of a legally valid, geographically demarcated land title within a larger farm property. This innovative system allows LOT owners to benefit from farmland ownership without them having to deploy massive amounts of capital to acquire an entire farm themselves.

LOT owners come together to form a Farm Owner Association, or FOA, which is an entity that holds contracts and agreements with Farmfolio and its service providers on behalf of all of the farm owners of a given farm. The FOA also issues harvest proceeds to LOT owners based on their proportional ownership of the farm, and sends LOT owners detailed status reports about their farm throughout the year.

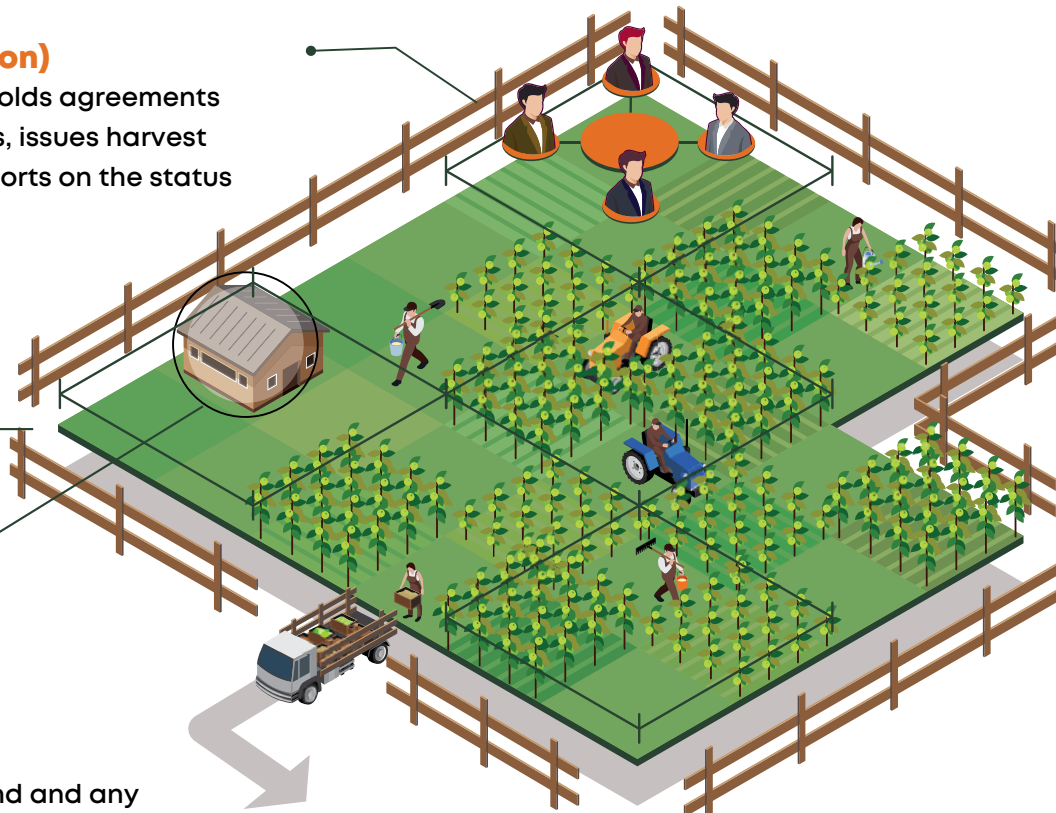
## FOA (Farm Owner Association)

A collective of LOT owners that holds agreements with Farmfolio's service providers, issues harvest proceeds to LOT owners, and reports on the status of the farm.



## Land & Infrastructure

LOT owners agree to use their land and any infrastructure it may possess for the sole purpose of farming Tahiti limes in accordance with the FOA guidelines.



## Service Providers

A network of Farmfolio-vetted companies that carry out essential tasks such as farm management, performance auditing, data collection, and more.





# Title Structure

There are two title options for LOT owners. The most popular option is through a Farmfolio custodian holding structure. This eliminates much of the acquisition and transfer bureaucracy, and if you ever want to sell your title or transfer ownership to an heir or another beneficiary, this structure makes it easy to do so. You can also hold the title in your name, entity, or trust but please be aware that you may be required to be physically present to sign paperwork or apostille documents at your home government embassy. The majority of LOT owners elect to have their title held by Farmfolio as the custodian for truly passive ownership.

**LOT**  
(Land Ownership Title)  
**OWNER NAME**  
**HERE**  
Owner

ID	Number	Area	Farm	Location
L-00011	11	1 hectare(s)	El Principio	8.59263599,-76.11755304
L-00046	17	1 cuadra(s)	Los Nevados	4.59462187,-75.78558149

**DISCLAIMER:** This "Titles Certificate" does not evidence a security nor constitute a security, nor does it constitute an offer to sell or the solicitation of an offer to buy securities, nor does this "Titles Certificate" confer any rights, duties, or obligations upon the recipient or any party, and is merely a statement provided as a courtesy by Farmfolio LTD that itemizes purchases the recipient of this "Titles Certificate" may have made of Farmfolio LTD real estate offerings and/or Farmfolio LTD affiliate real estate offerings.

**Ownership Type:**  
**Certificate#:**  
**Dated:** 05/14/2021

  
Farmfolio LTD  
Director Signature





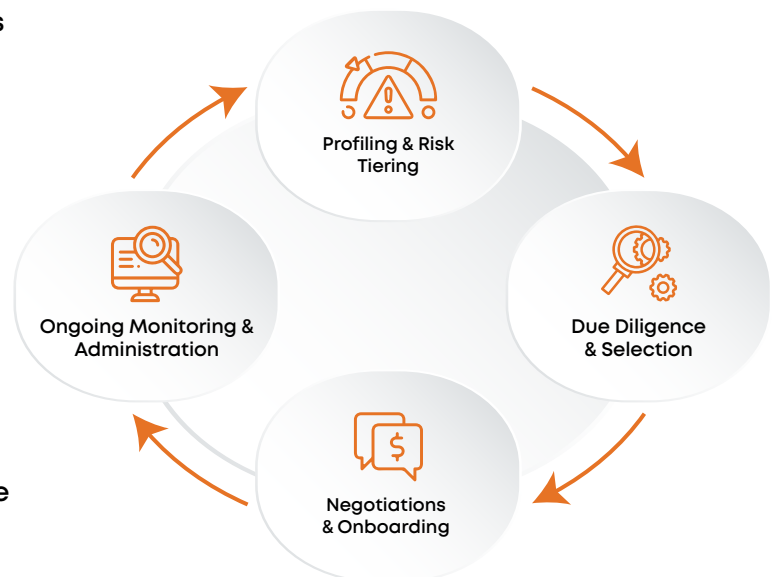
# The Farmfolio Ecosystem

Las Lomas is not only an opportunity to own prime agricultural real estate - it is a chance to participate in a pre-developed agribusiness ecosystem that adds value while minimizing the risk that comes with owning farmland directly. This ecosystem, developed by Farmfolio over its eight-year history, allows for truly passive farmland ownership because proven solutions for farm management, fruit sales, auditing, data analysis, and other key tasks have already been put in place.

Farmfolio has also developed a system for vetting, auditing, and if necessary, replacing the third-party service providers it employs. This system, called the Subcontractor Compliance Program, continually measures the performance of each subcontractor. Through this process, LOT owners can be confident that their farms employ only the best-performing service providers for all farm activities.

## Subcontractor Compliance Program Cycle

To carry out the farm's many tasks, Farmfolio has built out a network of experts that form the company's agribusiness ecosystem. There are three key categories within this ecosystem: management, administration, and intelligence. Management deals with the day-to-day operations of the farm such as fertilization, harvesting, and logistics. Administration involves aspects like human resources, accounting, and oversight of service providers. Intelligence revolves around performance tracking, auditing, and forecasting. Together, these activities create an ongoing and active system of security and accountability for LOT owners.



### Management

- Nutrition
- Phytosanitary Control
- Harvesting
- Logistics

### Administration

- Human Resources
- Subcontractor Management
- Treasury/ Accounting
- Reporting

### Intelligence

- Forecasting
- Benchmarking
- Auditing
- Performance Tracking



# Fruit Sales

The success of a farm is largely determined by its ability to effectively commercialize its produce. For Las Lomas, fruit commercialization is conducted through a fixed-price, year-round offtake agreement with Valle Verde, Colombia's largest exporter of Tahiti lime to the U.S. Crucial to the secure agribusiness ecosystem of LOTs, this agreement provides competitive pricing for the farm's full production volume throughout the entire year. This system saves the farm significant time and resources, avoiding discrepancies and creating a smooth and uninterrupted sales flow.

The offtake agreement between the Las Lomas FOA and Valle Verde will stipulate an average price of 1,800 Colombian pesos per kilo for export-quality fruit and 800 pesos per kilo for domestic-quality fruit. Factoring in our anticipated ratio of 70% export-quality fruit versus 30% domestic-quality fruit, this will give LOT owners a weighted price of 1,500 Colombian pesos per kilo year-round. The offtake agreement is negotiated on an annual basis, allowing the FOA to secure higher prices as market conditions develop. This system allows LOT owners to get the best price for their fruit all year long.

## Valle Verde U.S. Distribution Locations

Export-Quality Price	\$1,800 COP/KG
Domestic-Quality Price	\$800 COP/KG
Export/Domestic Ratio	70% / 30%
Weighted Average Price	\$1,500 COP/KG

### North American Retail

HOUSTON - MIAMI - MONTGOMERY  
 JACKSONVILLE - ATLANTA - AUGUSTA  
 RICHMOND - NEW YORK - PHILADELPHIA  
 COLUMBUS - TORONTO - BALTIMORE

### European Wholesale Markets

PARIS - MILAN - MUNICH - BARCELONA

### Domestic Wholesale Markets

CARTAGENA - MEDELLÍN - BOGOTÁ



# Tahiti Lime

The Tahiti lime, also known as the Persian or Bearss lime, is a seedless variety with strong demand and consistent patterns of consumption across the world. The global lime market is currently benefiting from some of agriculture's biggest trends, including a growing middle class worldwide, the adoption of best practices and ag tech, and a widespread shift in consumer preferences towards health and ethnic foods. Given these factors, annual Tahiti lime sales are forecasted to increase for many years to come, which will require additional supplies from new countries to keep up with demand.

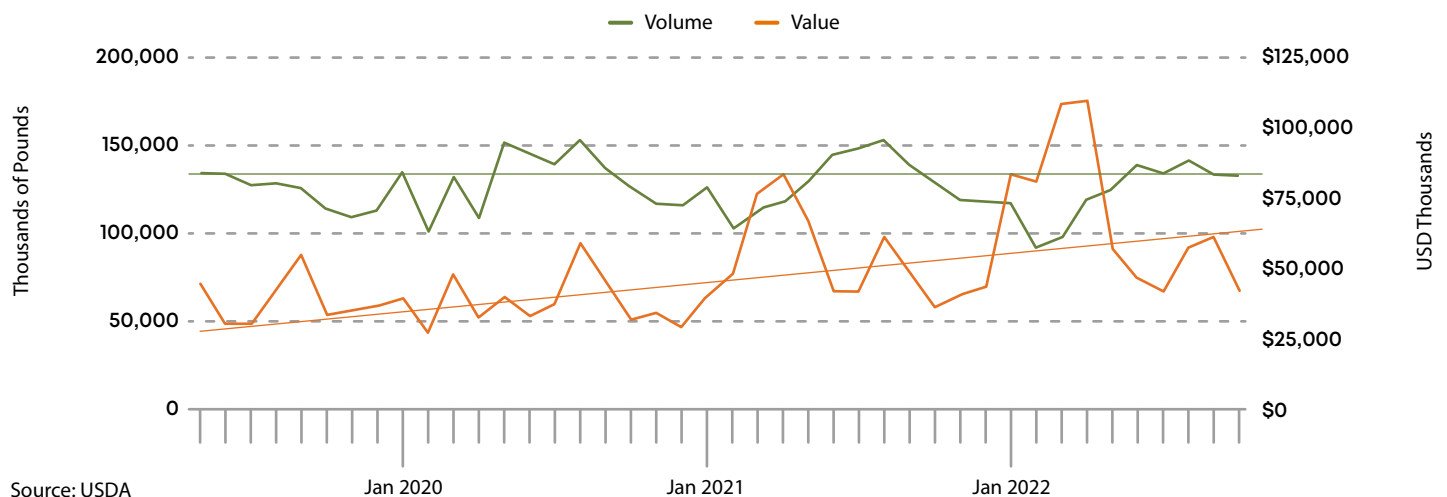
Farmfolio has selected Tahiti lime for the current series of LOT opportunities for several reasons. First, U.S. imports currently rely too heavily on production from Mexico, which has created the need for alternative suppliers. Second, Colombia possesses ideal logistical access to many regions in North America and beyond thanks to its numerous coastal cities. Third, Colombia features unique climatic conditions that allow it to harvest year-round, offering yet another competitive advantage over Mexico.

As seen in the chart below, U.S. imports of limes by volume have remained relatively stagnant in recent

years. However, U.S. imports of limes by value have been steadily increasing. This means that producers in Mexico are struggling to keep up with the growing demand in the U.S. market, which is placing upward pressure on pricing. In part due to Farmfolio's efforts, Colombia has established itself as a premier alternative for Tahiti limes, and buyers are reacting favorably to the quality and consistency of the country's production.

This analysis has led Farmfolio to conclude that Tahiti limes from Colombia will be a winning long-term choice for farmowners.

## › U.S. Imports Of Lime By Volume & Value



Source: USDA



# Las Lomas Farm Financial Summary

Fiscal Year	LOT Price	Pre-Paid Farm Expenses	Total Funds Required Per LOT	Total LOTS
Calendar Year	\$41,000	\$3,921	\$44,921	93

**2023   2024   2025   2026   2027   2028   2029   2030   2031   2032**

<b>Farm Global Production Kg</b>	1,097,573	1,622,189	2,017,988	2,315,186	2,450,357	2,489,203	2,496,361	2,496,361	2,496,361	2,496,361
<b>Projected Annual Sales Total</b>	\$347,483	\$531,136	\$683,325	\$810,773	\$887,457	\$932,358	\$967,017	\$1,000,089	\$1,034,292	\$1,069,665
<i>Projected Sales Revenue/LOT</i>	\$3,737	\$5,713	\$7,349	\$8,720	\$9,545	\$10,028	\$10,401	\$10,756	\$11,124	\$11,505
<i>Projected Annual Expenses/LOT*</i>	\$3,520	\$4,467	\$5,105	\$5,634	\$5,993	\$6,247	\$6,471	\$6,692	\$6,921	\$7,113
<i>Projected Annual Income/LOT</i>	\$218	\$1,246	\$2,244	\$3,086	\$3,552	\$3,781	\$3,930	\$4,065	\$4,204	\$4,391
<b>Projected Annual Cash Yield</b>	0.53%	3.04%	5.47%	7.53%	8.66%	9.22%	9.59%	9.91%	10.25%	10.71%

\*Includes all taxes and fees.

## Projected LOT Value\*\*

5 Yrs	6 Yrs	7 Yrs	8 Yrs	9 Yrs	10 Yrs
\$44,400	\$47,257	\$49,128	\$50,808	\$52,545	\$54,891

## Projected Total Return

5 Yrs	6 Yrs	7 Yrs	8 Yrs	9 Yrs	10 Yrs
131%	148%	162%	176%	190%	207%

## Projected Annualized ROR

5 Yrs	6 Yrs	7 Yrs	8 Yrs	9 Yrs	10 Yrs
5.20%	6.80%	7.70%	8.40%	9.00%	9.70%

\*\*Based on a 8% cap rate and does not include a 3% real estate selling expenses that will be deducted upon resale.

**Disclaimer:** These financial projections are based on assumptions or expectations which are believed by management to be fair and reasonable at the time they were prepared and were arrived at after careful consideration and detailed modeling



# How To Purchase LOTS

Purchasing LOTS is a straightforward and thorough process that will provide you with everything you need to make a confident, informed decision. There are five steps to acquiring LOTS:

01

Schedule a session with a Farmland Specialist to review the opportunity in depth and ask any initial questions that you may have.

02

Sign a non-binding Reservation Form to reserve your LOTS for a two-week period while you complete your due diligence.

03

Receive and review the LOTS contracts which will be issued upon receiving your signed Reservation Form.

04

Schedule a Contract Review Session during which you can ask a Farmfolio executive any contract-related questions.

05

Issue your payment and receive your LOTS certificate along with access to our online platform where you can view your documents and receive your LOTS proceeds.

To begin your journey to farmland ownership, please contact us using the information below, or use the following link to schedule your session:

[SCHEDULE SESSION](#)

**We look forward to adding you to our incredible community of farm owners!**  
**The Farmfolio Team**

**CONTACT US: Phone: +1 (833) 327-6568 - Email: [info@farmfolio.net](mailto:info@farmfolio.net)**