

# April 2021 Investor Update

#### In this newsletter:

- Agricultural Industry Update
- Current Portfolio Update
- Introductions
- Investor Relations: Quarterly Distributions, Fundserv, Trust Status

# **A Note From Our President**



Agricultural commodity prices are generally strong as we head into the 2021 planting season, particularly for the grain and oil seed markets. This market strength is providing opportunities for producers to lock in profitable crop sales leading into the planting season. Vegetable prices have also increased, and cattle prices have improved as processing capacity improves across the country.

Implications from the COVID-19 pandemic continue to impact Agriculture, particularly as it relates to labour. Disruptions in the availability and escalating costs associated with both domestic and offshore labour for primary production and processing has negatively impacted the industry. COVID-19 is not a significant risk within our lending portfolio but it is a factor to consider as we review files.

Farmland values continue their stable upward trajectory, increasing 5.4% across the country in 2020 (5.2% in 2019) according to the annual FCC Farmland Values Report. A link to the publicly available report can be found here: FCC Farmland Values Report 2020 (fcc-fac.ca).

#### Portfolio Update

As highlighted to the right, our portfolio has demonstrated steady growth, in-line with our budgeted growth. ACMI's total Assets Under Administration (AUM) has grown by \$5,700,000 from January 1 and now totals \$37,455,450.

Matching the stable growth in lending demand, we are increasingly attracting the interest of investors who share the view that the AgriRoots Diversified Lending Fund LP offers a compelling risk adjusted return. A core principle of AgriRoots is to proactively manage growth with a laser focus on the long-term prosperity of all stakeholders, including our Investors and Borrowers. We have often said we have grown slow to grow strong and will continue to be disciplined and methodical as we grow.

From a diversification perspective, our portfolio consists of agricultural mortgages in four provinces, across six different sub-sectors including Cash Crop production, Livestock (including Poultry), and Fruit and Vegetable production.

Geographically, 58% of the portfolio is Ontario-based and the remaining 42% is advanced to Western operations. Based on borrower inquiries and deal flow, we expect that the growth of the Western portion of our portfolio could outpace Ontario. We have looked at transactions east of Ontario but have not funded deals as of this time.

The weighted average Loan to Value (LTV) of the portfolio has increased slightly to 50% for the past quarter. As previously reported, the LTV of our portfolio will fluctuate over time and we expect it to fall within a range of 45% - 60% as our portfolio evolves. 50% is a comfortable value for us at this time! Do note that these calculations are based on appraisals completed at the time of underwriting and have not been adjusted upwards to reflect current market values.

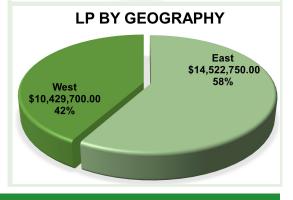
ACMI appreciates growing with you. As always, please reach out should you have any questions!

#### - Shawn

## **Current Portfolio**

ACMI AUM	\$37,455,450			
LP Fund AUM	\$24,952,450			
LP Fund LTV	50%			
Weighted Average Gross Yield	9.80%			
Average Mortgage Size	\$1,188,212			
Number of Mortgages	21			
Net Yield - Rolling 12 Months	7%			





AgriRoots Diversified LP 12-month Return - 'F' Class Units												
7.50%		·	·	·	·	·	·	·	·	·	·	
6.50%												
5.50%												
4.50%												
3.50%												
2.50%												
1.50%												
0.50%												
-0.50%												
	Apr-20	May-20	Jun-20	Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Dec-20	Jan-21	Feb-21	Mar-21
■ Monthly Return	0.50%	0.67%	0.66%	0.55%	0.47%	0.52%	0.65%	0.56%	0.58%	0.60%	0.77%	0.62%
■ Cumulative 12 month Return	0.50%	1.17%	1.83%	2.38%	2.85%	3.37%	4.02%	4.58%	5.16%	5.76%	6.53%	7.15%

# **Investor Relations Update**

#### **Quarterly Distributions**

As an investor in AgriRoots, you would have recently received your quarterly 7% annualized distribution. Our distribution policy has been payment at 7% quarterly for the first three quarters of the year with all additional returns paid out in the 4th quarter. Beginning in Q2 of 2021, we will adjust the policy to pay each investor a quarterly distribution equal to the hurdle rate of their Unit Class in the first three quarters.

#### **Fundserv**

AgriRoots investment opportunities will soon be listed on Fundserv. Fundserv is a business-to-business electronic network that allows for investment managers to order funds and automatically transact the sale to their clients, servicing the Canadian investment management industry. This will allow licensed investment advisors, as well as other institutional investors, to invest into AgriRoots directly. This initiative was a result of requests being made to ACMI to make the investment opportunity more accessible to Investment Managers.

#### **Trust Status**

AgriRoots has secured Trust Status and is able to continue to receive Registered Investments including RRSPs and Tax Free Savings Accounts. Thank you to all of AgriRoots Investors for their support of that initiative.

# **Introductions - AgriRoots Team Updates**

## Melanie Erickson, Controller / Accountant



Melanie is a CPA, CGA, with over 10 years experience in various industries, including fashion, manufacturing, and retail grocery. Born and raised in Chatham, Melanie attended the University of Windsor where she received her Bachelor of Commerce from the Odette School of Business. She continued her accounting education at UBC and earned her CPA, CGA designation from CPA-BC. Melanie is dedicated to her family, passionate about supporting growth in Chatham-Kent, and proud to be part of the AgriRoots team.

As our controller, Melanie is responsible for reporting financial results to our board and stakeholders, and managing all accounting functions.

## Chris Lown, Credit Analyst



Chris has over 16 years experience in banking in Ontario and British Columbia with 10+ years in Commercial Banking. Chris' experience includes term, operating, mortgage and construction lending as well as assisting in managing clients' day to day investments. Chris is well acquainted with various lending, financial products, services and the importance of compassionate and courteous customer relationships.

As our Credit Analyst, Chris reviews potential client files and incoming mortgage applications.

## **Professional Partners**











## **DISCLAIMER**

The information contained in these materials (the "Materials") has been prepared and is being delivered for informational purposes only to a limited number of persons to assist them in reviewing the business opportunity described therein. The Materials are subject to updating, completion, revision, verification and further amendment. The Materials does not purport to contain all information that you may require for purposes of evaluating the business opportunity described herein. While the information contained in these Materials has been prepared in good faith, no person has given or has authority to give any representations or warranties (express or implied) as to, or in relation to, the accuracy, reliability or completeness of the information contained in these Materials, or any revision thereof, or of any other written or oral information made or to be made available to you (all such information being referred to as "information") and liability therefore is expressly disclaimed. Accordingly, neither AgriRoots Capital Management Inc. nor any of its affiliates, associates, agents or representatives (collectively, the "Disclosing Parties") assumes any responsibility for, or accept any liability whether direct, express or implied, contractual, tortious, statutory or otherwise, in respect of the accuracy or completeness of the information or for any of the opinions contained in, or for any errors, omissions or misstatements or for any loss, howsoever arising from the use of the Materials. In furnishing the Materials, none of the Disclosing Parties undertakes or agrees to any obligation to provide the recipient with access to any additional information or to update the Materials or to correct any inaccuracies in, or omissions from, the Materials. The information and opinions contained in these Materials are provided as at the date of these Materials. The contents of these Materials are not to be construed as legal, financial or tax advice. Each individual should contact his, her or its own legal adviser, independent financial adviser or tax adviser for legal, financial or tax advice.

Information contained in these Materials is confidential information and the property of the Disclosing Parties. It is made available strictly for the purposes referred to above. The Materials and any further confidential information made available to any recipient must be held in complete confidence and documents containing such information may not be reproduced, used or disclosed without the prior written consent of the Disclosing Parties. The Materials must not be disclosed, copied, published, reproduced or distributed in whole or in part at any time without the prior written consent of the Disclosing Parties and by accepting the delivery or making to it of the Materials, the recipient agrees not to do so and to return any written copy of the Materials to the Disclosing Parties at the request of the Disclosing Parties.

The Materials includes information, statements, beliefs and opinions which are forward-looking

information and forward looking statements under applicable Canadian securities laws, and which reflect current estimates, expectations and projections about future events. Statements containing the words "believe", "expect", "intend", "should", "seek", "anticipate", "will", "positioned", "project", "risk", "plan", "may", "estimate" or, in each case, their negative and words of similar meaning are intended to identify forward-looking information. By its nature, forward-looking information involves a number of known and unknown risks, uncertainties and assumptions concerning, among other things, anticipated business strategies, anticipated trends in business, anticipated future revenue, and anticipated market share, that could cause actual results or events to differ materially from those expressed or implied by such forward-looking information. These risks, uncertainties and assumptions could adversely affect the outcome and financial effects of the plans and events described herein. In addition, even if the outcome and financial effects of the plans and events described herein are consistent with the forward-looking information contained in the Materials, those results or developments may not be indicative of results or developments in subsequent periods. Although attempts have been made to identify important risks and factors that could cause actual actions, events or results to differ materially from those described in forward-looking information, there may be other factors and risks that cause actions, events or results not to be as anticipated, estimated or intended. Forwardlooking information contained in the Materials are based on the current estimates, assumptions, expectations and projections, which are believed to be reasonable as of the current date. There is no assurance that these estimates, assumptions, expectations and projections will prove to have been correct. You should not place undue reliance on forward-looking information contained in the Materials. Forward-looking statements contained in the Materials are made of the date of the Materials, except as required by applicable law, there is no obligation to update or revise them to reflect new events or circumstances. No statement in the Materials is intended to be nor may be construed as a profit forecast. All forward-looking information in the Materials is expressly qualified in its entirety by this cautionary statement. To the extent any forward-looking information in the Materials constitutes "future oriented financial information" or "financial outlooks" within the meaning of applicable Canadian securities laws, such information is being provided to demonstrate the potential benefits of the business opportunity described herein and the reader is cautioned that this information may not be appropriate for any other purpose and the reader should not place undue reliance on such future-oriented financial information and financial outlooks. Future-oriented financial information and financial outlooks, as with forward-looking information generally, are, without limitation, based on certain assumptions and subject to certain risks as set out above under the heading "Cautionary Note Regarding Forward-Looking Information". Actual results may differ materially.

