Investor Presentation

OCTOBER 2026





FARMLAND PARTNERS

Disclaimer

Forward-looking Statements

This presentation made by Farmland Partners Inc. (the "Company," "FPI," "we," "us," or "our") contains "forward-looking statements" within the meaning of the federal securities laws. Forward-looking statements generally can be identified by the use of forward-looking terminology such as "may," "should," "could," "would," "predicts," "potential," "continue," "expects," "anticipates," "future," "intends," "plans," "believes," "estimates" or similar expressions or their negatives, as well as statements in future tense. These statements include, among others, beliefs about the current condition of the market for agricultural real estate and our management's estimates with respect to net asset value per share. Although the Company believes that the expectations reflected in such forward-looking statements are based upon reasonable assumptions, beliefs and expectations, such forward-looking statements are not predictions of future events or guarantees of future performance and our actual results could differ materially from those set forth in the forward-looking statements. For certain factors that might cause such a difference, see the section entitled "Risk Factors" in the Company's Annual Report on Form 10-K for the year ended December 31, 2025, and the Company's other filings with the Securities and Exchange Commission. Any forward-looking information presented herein is made only as of the date of this presentation, and the Company does not undertake any obligation to update or revise any forward-looking information to reflect changes in assumptions, the occurrence of unanticipated events, or otherwise.

Use of Market Data

We use market data throughout this presentation that has generally been obtained from publicly available information and industry publications. These sources generally state that the information they provide has been obtained from sources believed to be reliable, but that the accuracy and completeness of the information are not guaranteed. The forecasts and projections are based on industry surveys and the preparers' experience in the industry, and there is no assurance that any of the projected amounts will be achieved. We have not independently verified this information.

Non-GAAP Financial Measures

This presentation includes the use of certain non-GAAP financial measures, including Adjusted Funds from Operations ("AFFO") and earnings before interest, taxes, depreciation and amortization for real estate ("EBITDAre"). For the definitions of these measures and reconciliations of these measures to the most comparable GAAP measure, see pages 25-27 of this presentation.

All data presented is as of the most recently filed quarterly or annual report, unless noted otherwise.

Farms photos on cover page are Pendarvis East (Illinois) above Cougar (California).

Highlights

Portfolio

- Approximately 70,000 acres (3 billion square feet) owned across the United States
- Diversified across 11 states with more than 180 properties plus land and buildings leased to agriculture equipment dealerships in Ohio
- 0% vacancy across the portfolio



East Bardolph - Illinois



Cleer - Illinois

Company

- Gross real estate book value of over $600 million
- Equity market cap of approximately $430 million[(a)]
- Over 300 properties acquired since IPO in 2014
- Equity method investment in Opportunity Zone fund with over $58 million in gross real estate book value

(a) Based on a stock price of $10.25 on October 23, 2026

Why U.S. Farmland?

1. Rising Demand + Shrinking Supply

- Food consumption is one of the most basic human needs
  - Increases with GDP per capita (higher protein diets)
  - Increases with population
- Large unmet demand: According to the UN Food and Agriculture Organization, in 2025, an estimated 26% of the global population – 2.1 billion people out of a world population of 8.2 billion – moderately or severely food insecure[1]
- In contrast to traditional real estate sectors that experience consistent supply growth, agriculture land per capita consistently decreases
  - Farmland converted to alternative uses (e.g., residential, solar)
  - Water scarcity

2. Stable + Steady Returns[2]

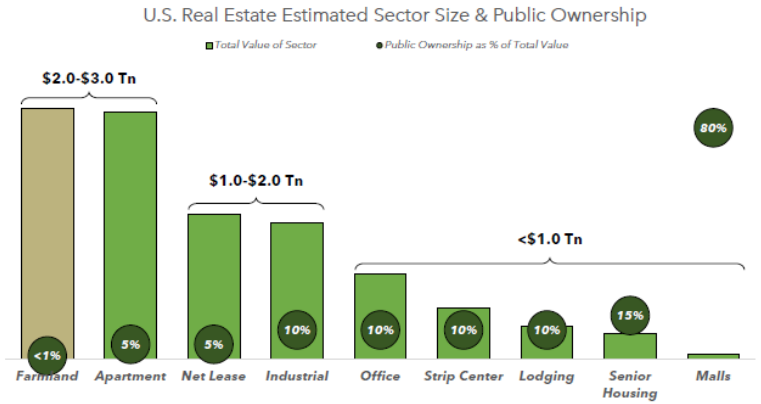
- Farmland historically has delivered attractive returns over long holding periods
  - Appreciation + income
- Farmland experiences low volatility through cycles
- High Sharpe ratio compared to S&P 500, bonds, Nareit major sector average
- Low correlation with other asset classes
- Performs well in inflationary environments

3. Unique Attributes vs. Traditional RE[2]

- Low risk of obsolescence
  - Traditional real estate may suffer from tenants' demand for newer assets or amenities
- Lower fungibility risk
  - Traditional real estate may be exposed to changes in demand that are so severe that buildings become unusable over time (e.g., empty office buildings, shopping malls)
- Lower capital expenditure burden
  - Traditional real estate assets depreciate over time, requiring constant reinvestment to maintain competitive positioning
  - Most farmland becomes more productive over time

4. Untapped Institutional Potential[2]

- Farmland is one of the largest commercial real estate sectors, ~$3.7 trillion[3], with the lowest institutional ownership

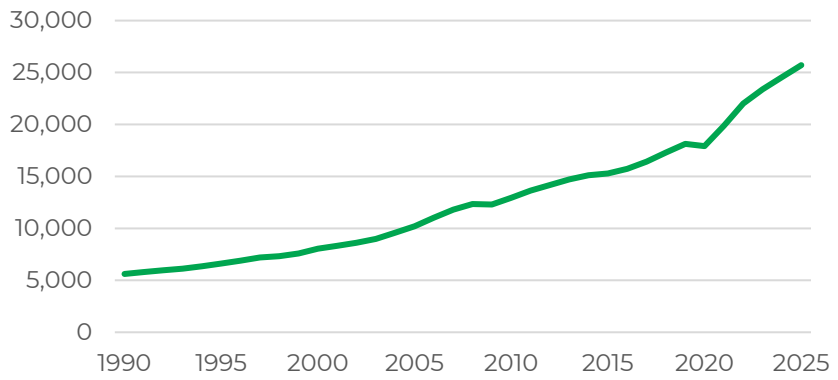


Please see p. 28 for end notes.

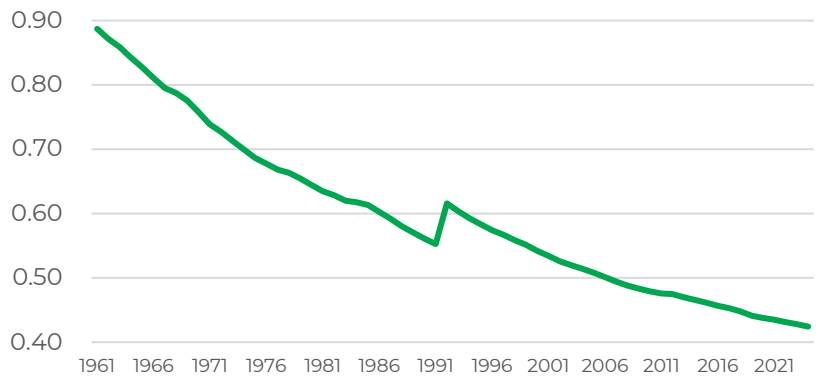
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Attractive Supply-Demand Dynamics

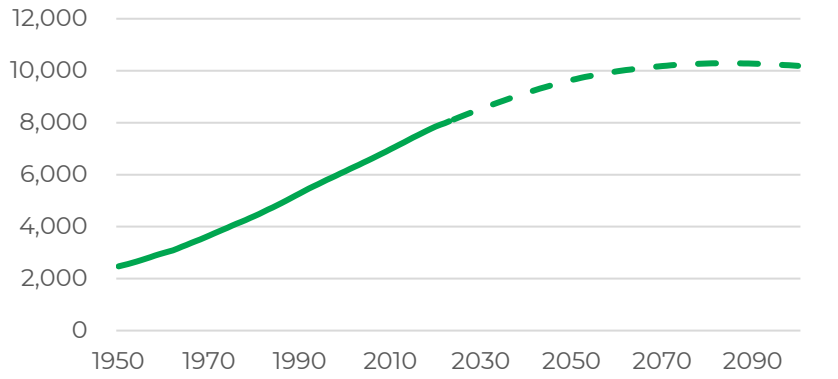
GDP/Capita (Current International $)[4]



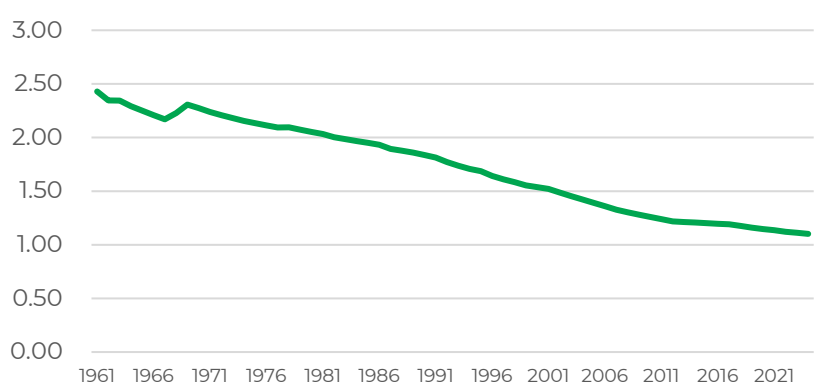
Arable Land Worldwide (Acre/Person)[5]



Worldwide Population (in Millions)[6]



Arable Land USA (Acre/Person)[5]



Please see p. 28 for end notes.

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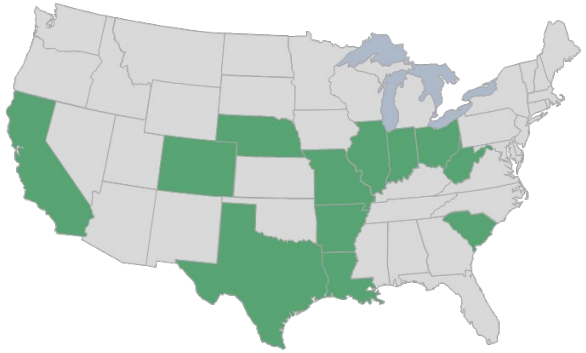
Why Farmland Partners?

1. Mirroring U.S. Farmland Trends

- Near-zero vacancy
- As of September 30, 2026, realized approximately 6.2% gross unlevered IRR across over $810 million of dispositions, driven by land appreciation even during lean years for the farm economy
- Land scarcity driven by alternative uses
- Farmers have access to government support programs (e.g., crop insurance)
- Long-term investment outlook
    - Commodities: 2 to 3 quarters
    - Rents: 2 to 3 years
    - Land: 2 to 3 decades

2. High Quality Portfolio

- Diversified farmland portfolio of both row crops and permanent crops
- Portfolio extends across some of the world's most productive farmland



3. Positioned for Growth

- Access to capital
    - Public Equity: Provides liquidity and acquisition currency for sellers seeking to defer capital gains
    - Debt Capital: Long-standing relationships with ag lenders
    - Private Capital: FPI growing its asset management business
- Robust pipeline of potential transactions
    - Farms: Target accretive acquisitions with strong demand from high-quality tenants
    - FPI Loan Program: Provides capital to farmers for growth or working capital, backed by high-quality farms
- Ability to execute
    - Institutional capital coupled with boots on the ground allows for efficient identification and execution of new investment opportunities

4. Aligned Management Team

- Internally managed REIT
- Board and management have large stock position (~8%)
- Team members in the field with "boots on the ground"
- Some management team members have farmed their own land
- Proprietary nation-wide network of tenants and other industry participants
- No fund structure forcing FPI to sell properties



FPI Overview

Wilder-Mercer - Illinois

Representative Assets

Row Crop Farms

- Crops are planted/replanted every year
- Crops are rotated to maximize soil health and market opportunities
- Tend to be commodity products like corn, soybeans, wheat, rice, cotton
- 90% of acres [(a)] in FPI portfolio (60% of total by value [(a)])
- Representative States: AR, CO, IL, IN, LA, MO, NE, SC, TX



Dallefeld - Illinois

Permanent Crop Farms

- Trees, bushes, or vines are planted once and may last for 25 years or longer
- Tend to be more specialized products like tree nuts, citrus, avocados
- 10% of acres [(a)] in FPI portfolio (40% of total by value [(a)])
- Representative States: CA



KG - California

(a) Values shown are approximate.

Income Statement Overview[a]

Item	Explanation	Timing of Cash	Timing of Revenue Recognition
Fixed Payments	• Fixed farm rent • Solar, wind, recreation rent • Tenant reimbursements • Management fees & interest income	• Farm rent: 50% to 100% of individual leases paid before planting (generally Q1)	• Generally straight-lined over the term of the lease contract
Variable Payments	• Rent paid by tenants, determined as a percentage of the farm revenue • Low-risk variable rent	• Vast majority of cash received after harvest in Q4, with some spillover into the following year	• Variable rent is generally recognized when FPI has certainty of amounts (tenant crop insurance may provide a baseline)
Direct Operations Gross Profit	• Crop sales and crop insurance proceeds less cost of goods sold	• Varies by crop	• Crop sales, crop insurance, and COGS are recognized when FPI has certainty of amounts
Other	• Auction and brokerage • Miscellaneous	• Varies	• Varies

Supp. Category	GAAP Revenue Categories			GAAP Expense
	Rental Income	**Crop Sales**	**Other Revenue**	**Cost of Goods Sold**
Fixed Payments	• Fixed farm rent • Solar, wind, recreation rent • Tenant reimbursements			
Variable Payments	• Variable farm rent			
Direct Operations Gross Profit		• Crop sales	• Crop insurance	• Cost of goods sold
Other Items			• Auction [b] • Brokerage [b] • Property management [b] • Interest income • Other	

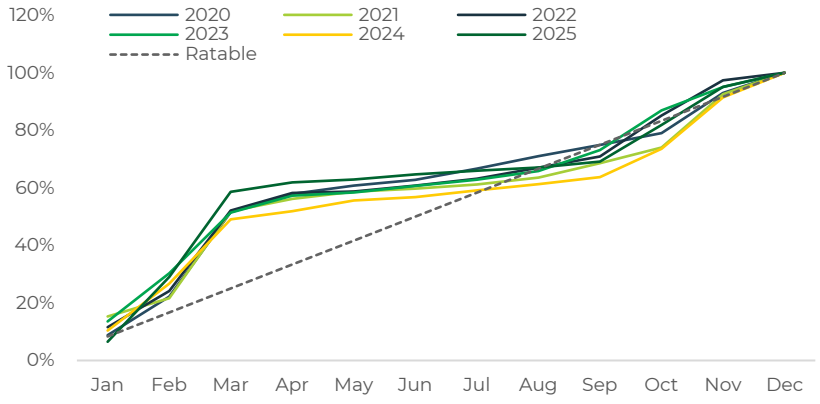
(a) For additional details, please see Note 2 to 10-K and Supplemental Packages: https://www.farmlandpartners.com/ > Investor Relations > Events & Presentations.
(b) In November 2025, in connection with the sale of MWA, the Company no longer provides auction, brokerage and property management services.

Tenant Underwriting

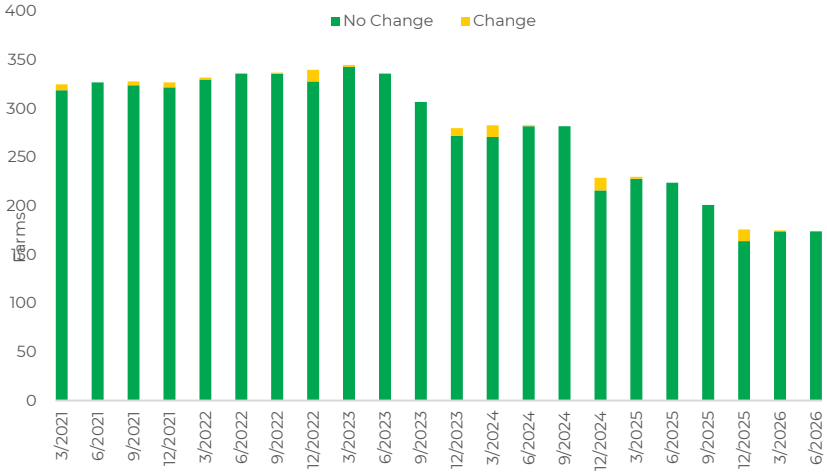
How to Underwrite Credit Risk?

- FPI's standard lease includes:
  - Lien interest in growing crops
  - Crop insurance as required
  - Personal guarantees
- 50% to 100% of fixed farm rents are paid in advance of planting season (generally Q1)
  - Creates positive working capital cycle for much of the year
  - Unlikely that a farmer would default with prepaid rent and growing crop
- Low tenant turnover
  - FPI maintains long-term relationships with tenants
  - FPI has a deep understanding of the business as members of the team have been farmers themselves
- Low uncollected receivables and/or bad debt expense

Cash Receipts of Fixed Farm Rent



Low Tenant Turnover (Farm Leases)



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Recent Growth & Investment Pipeline

Recent acquisitions as of September 30, 2026

Date	Price ($mm)	State	Comments
3/2025	$1.0	NE	80 total acres
3/2025	$1.8	NE	155 total acres
3/2025	$1.8	NE	156 total acres
3/2025	$0.9	NE	74 total acres
3/2025	$1.0	NE	79 total acres
8/2025	$0.8	IL	80 total acres
Total	$7.3		


Kosch - Nebraska

Investment Criteria

- Targeting 4% blended gross yield (revenue on cost)
- Strong water availability
- Sustainable agronomic practices
- Tenant availability
- Priced fairly as agriculture land
- Disciplined approach

Lead Generation / Deal Origination

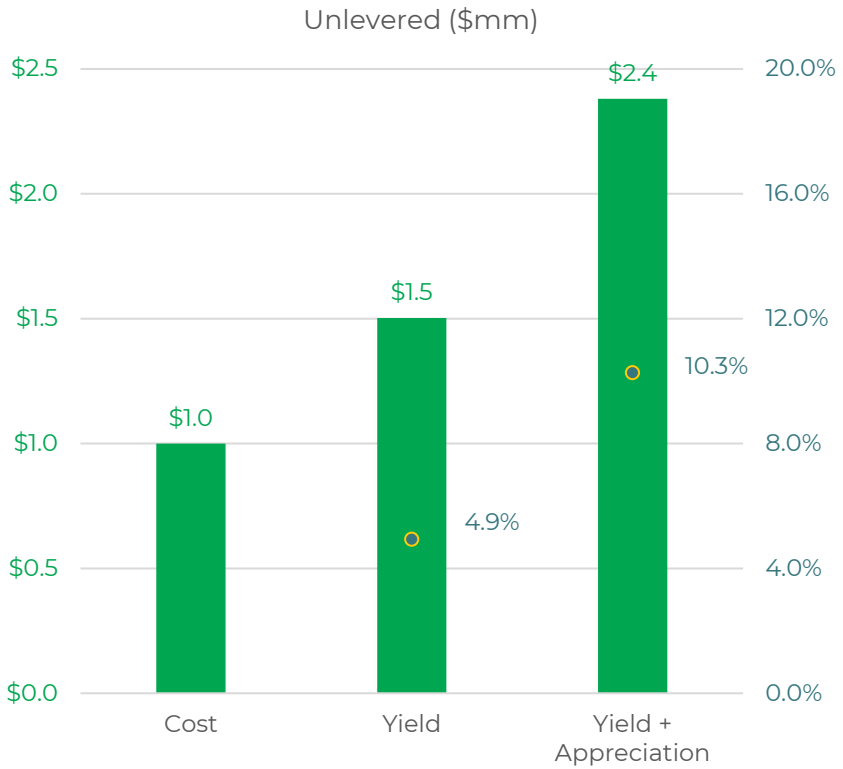
- Farm managers located in key agricultural markets
- Referrals from network of tenants across the country with extensive farming experience and relationships in the industry
- Market intelligence from FPI's affiliate auction and brokerage business lines
- FPI receives consistent inbound inquiries, as a large buyer of farms with access to capital
- Public sales processes

Financing Growth

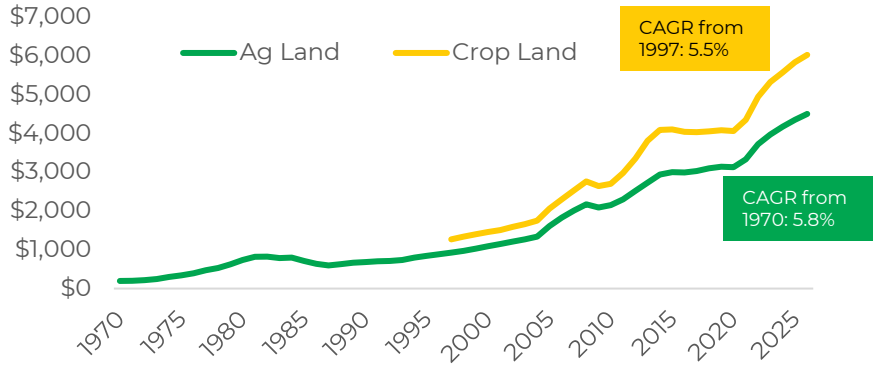
Unit Economics

Example:

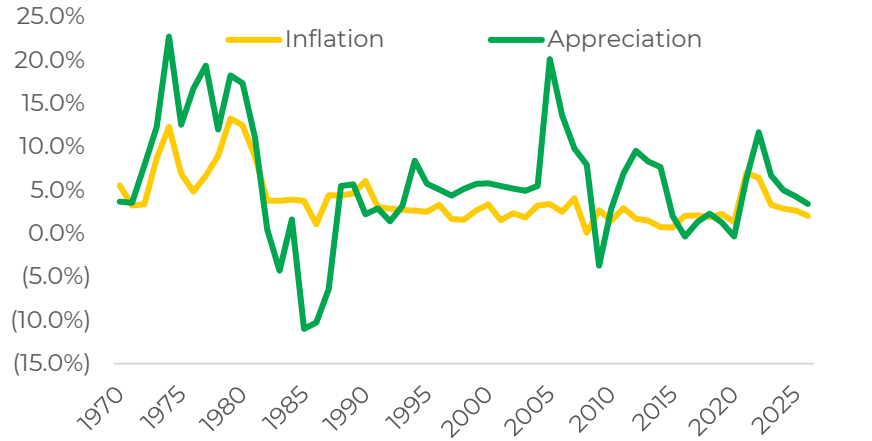
- $1 million invested
- 4% yield on cost
- 5% growth
- 6.5% annual appreciation to exit
- 10-year hold



Agriculture Land — Long Term Appreciation[7]



Inflation vs. Farmland Appreciation[8]



Please see p. 28 for end notes.

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Outsized Returns — Higher and Better Use

Farmland Partners underwrites and purchases farms based on agriculture uses and values alone. Certain farms are well suited for higher and better use (e.g., renewable energy, other real estate development). In such cases, Farmland Partners may earn outsized returns on a given farm or sell to a developer at attractive prices.



Conaghan S. - Illinois

Solar

- Solar panels displace a large amount of agriculture land—properties no longer earn farm rent once construction commences
- As of December 31, 2025, FPI acres supported solar projects across 10 farms with capacity to generate over 207 MW of renewable energy
- In 2025, solar projects under construction/in operation generated approximately $2.5 million of revenue
- FPI had over 4,200 acres under option for solar development as of December 31, 2025, generating approximately $0.3 million of option revenue in 2025 (in addition to farm rent)

Wind

- Wind turbines displace a small amount of agricultural land—properties continue to earn farm rent
- As of December 31, 2025, none of FPI's properties were subject to wind leases; however, the Company has entered into wind lease arrangements in the past and may consider similar opportunities in the future

Financial Overview & Capital Structure

Financial Highlights

(in thousands)	For the three months ended September 30,			For the nine months ended September 30,		
Financial Results:	**2026**	**2025**	**Change**	**2026**	**2025**	**Change**
Net Income (Loss)	$ (15,512)	$ 491	NM %	$ (11,735)	$ 10,376	NM
Net income (loss) available to common stockholders [(a)]	$ (0.36)	$ 0.00	NM %	$ (0.28)	$ 0.18	NM
AFFO [(b)]	$ (2,089)	$ 2,887	NM %	$ 1,680	$ 6,468	(74.0) %
AFFO per weighted average common share	$ (0.05)	$ 0.07	NM %	$ 0.04	$ 0.14	(71.4) %
Adjusted EBITDAre [(b)]	$ 1,073	$ 5,738	(81.3) %	$ 10,881	$ 15,889	(31.5) %
Operating Results:						
Total Operating Revenues	$ 9,777	$ 11,251	(13.1) %	$ 29,276	$ 31,463	(7.0) %
Operating Income (Loss)	$ (12,517)	$ 3,007	NM %	$ (6,284)	$ (7,273)	(13.6) %
Net Operating Income (NOI)	$ 6,560	$ 8,000	(18.0) %	$ 22,256	$ 22,998	(3.2) %

Debt Summary as of September 30, 2026

($ in thousands)	
Total Outstanding Principal	$ 239,791
Debt Issuance Costs	(810)
Total Debt, net	$ 238,981
Fixed Rate (to Maturity or Adjusting Periodically)	$ 156,679
Floating Rate [(c)]	83,112
Total Outstanding Principal	$ 239,791
Weighted Average Cost of Debt [(c)]	5.21%

Capitalization Summary as of September 30, 2026

($ in thousands except per share amounts)	
Fully Diluted Shares Outstanding [(d)]	42,271.225
Share Price as of September 30, 2026	$ 11.35
Equity Market Capitalization	$ 479,778
Equity Market Capitalization (above)	$ 479,778
Total Debt Outstanding	239,791
Preferred	—
Less: Cash	(7,882)
Estimated Enterprise Value	$ 711,687

Please see pp. 25-27 for reconciliation to, and definition of, non-GAAP measures.

(a) Basic net income per share available to common stockholders. See “Note 9—Stockholders’ Equity and Non-controlling Interests” in the Quarterly Report on Form 10-Q for the three and nine months ended September 30, 2026 for more information.

(b) The nine months ended September 30, 2026 and 2025 included approximately $0.5 million and $1.0 million, respectively, of income as a result of a solar lease arrangement with a tenant.

(c) The Company's interest rate swap with Rabobank expired March 1, 2026. For cost of debt details, please see Note 7 of the September 30, 2026 10-Q and Supplemental Package: https://www.farmlandpartners.com/ > Investor Relations > Events & Presentations.

(d) Includes unvested restricted shares.

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Sustainability

Farmland and the farmers who cultivate it create a more sustainable future by affordably feeding the world's growing population while minimizing environmental impact.



Our Tenants

- 97% invest in improving **soil health**
- 94% of row crop practice **conservation tillage** techniques
- 87% use **variable rate technologies** to efficiently apply crop inputs
- 66% engage in **conservation** activities on the farm
- 51% participate in federal **conservation service programs**

Renewable Energy

- Wind and solar projects on our acres have the collective capacity to generate ~207 MW of renewable energy

Sustainability Report

- Download our Sustainability Report at: ESG Report

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Board of Directors

Name	Position	Board Experience	Executive Leadership	Real Estate Industry	Agriculture Experience	Legal Experience	Finance Experience	Transaction Experience
Paul A. Pittman	Chairman	✓	✓	✓	✓	✓	✓	✓
Luca Fabbri	Director	✓	✓	✓	✓		✓	✓
John A. Good	Independent Director	✓	✓	✓		✓	✓	✓
Danny D. Moore	Independent Director	✓	✓				✓	✓
Bruce Sherrick	Independent Director	✓	✓		✓		✓	✓

Sector Highlights



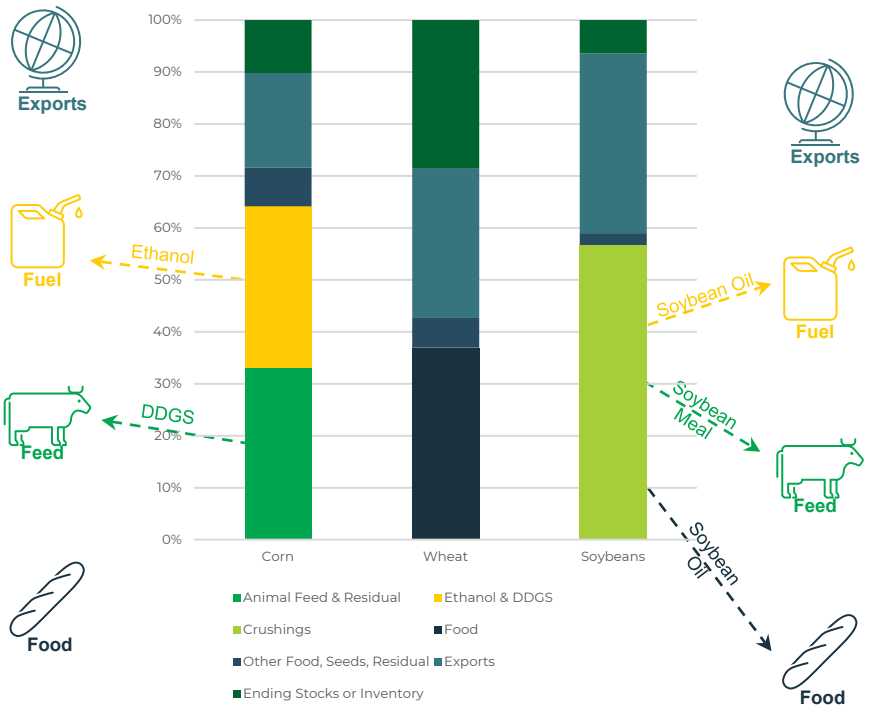
Condor Ranch - California

United States Farming Overview

Cropland Top Sources & Uses[9]

- Corn, soybeans, and wheat represent ~79% of the planted acres in the United States

Crop	Acres	% of Total
Corn	95 million	33%
Soybeans	86 million	30%
Wheat	45 million	16%



Perception[10] vs. Reality[11]

John Deere A Tractor used from ~1930s – 1950s



John Deere S7 900 Combine



USA is a Top Agriculture Producer[12]

Product	#1	#2	#3	#4	#5
Corn					
Soybeans					
Wheat					
Almonds					
Beef					
Chicken					
Pork					
Milk					

Please see p. 28 for end notes.

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Farmland Basics

Near-Zero Vacancy

"Land has **near-zero vacancy rates**, owners collect the lease payments upfront, and there is no maintenance or capital expenditures because farmers who lease the land handle these costs..."

—Milwaukee Journal Sentinel, 2016

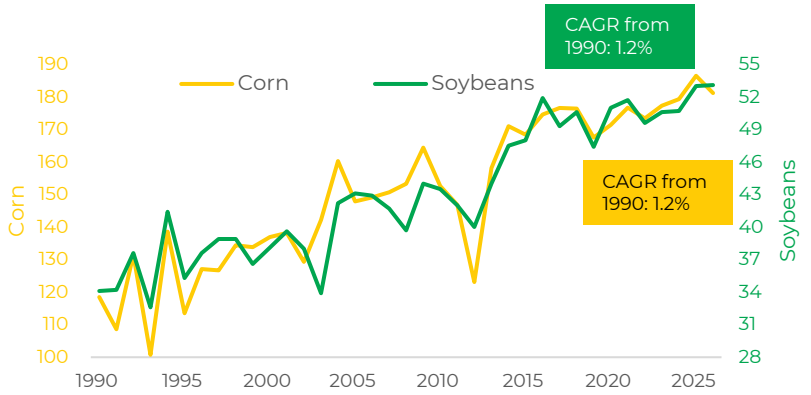
"...consistent cash returns, **zero vacancy rates** and low volatility make farmland a long-term asset worthy of consideration."

—Agri Investor, 2016

"With historically **near-zero vacancy rates** for farmland and continued demand for agricultural products driven by population growth, it is becoming less likely that farm properties will sit idle without a tenant."

—Forbes, 2020

Steady Increase in Yields (bushels/acre)[13]



Time Horizon Differences

Focus	Time Horizon	Factors
Commodity Prices	Growing season	• Supply and demand imbalances • Global weather patterns • Agriculture productivity
Farmland Rents	Approximately three years	• Revenue per acre (prices x yield) • Farmer profitability • Economic cycles • Trade policy
Farmland Values	Decades	• Long-term farmer profitability • Land appreciation • Higher and better use options

Farmland should be assessed over a long-term horizon, mitigating short-term commodity price volatility

Farmland Ownership[14]

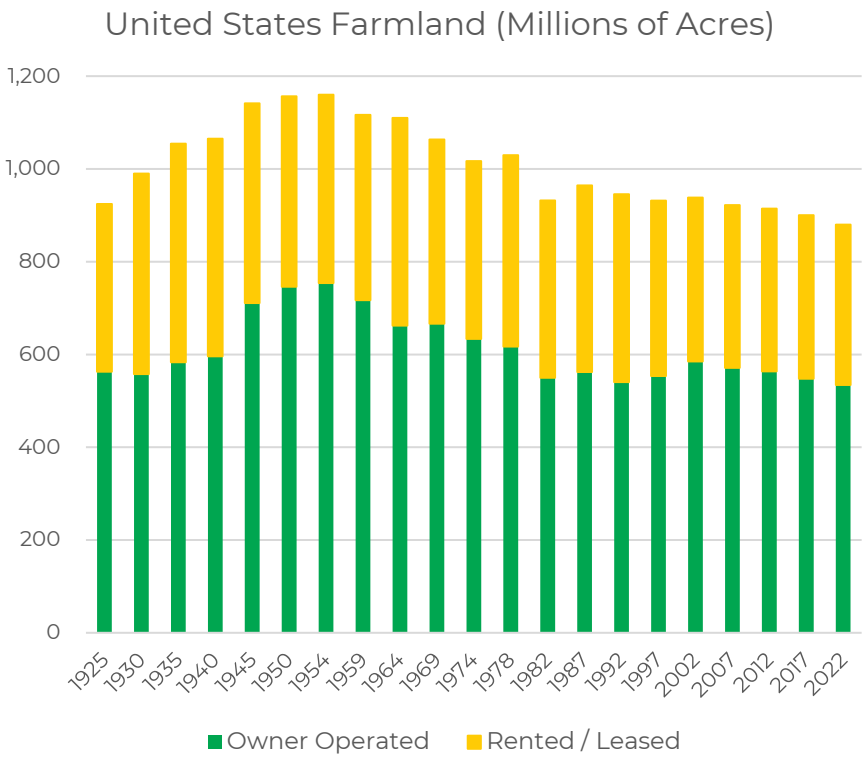
Farm Category	Gross Farm Cash Income	Number of Farms	Percent of Farms	Percent of Land Area	Value of Production
Small Family Farms	< $350,000	1,618,780	86.5 %	40.3 %	17.2 %
Midsize Family Farms	< $1,000,000	113,966	6.1 %	18.3 %	18.4 %
Large-Scale Family Farms	> $1,000,000	86,808	4.6 %	32.5 %	50.2 %
Nonfamily Farms		52,767	2.8 %	8.9 %	14.2 %
Total		1,872,321	100.0 %	100.0 %	100.0 %

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Established Business/Emerging REIT Sector

Established Business Model

- U.S. farmers have long rented farmland[15] to expand operations and achieve economies of scale.
- Many farmers historically rented land from family members, neighbors, or other community members.



Please see p. 28 for end notes.

Emerging REIT Sector

- Farmland is a very large scale, near-zero vacancy sector, with de-risked cash flows and government support.
- Demand is constant and growing, independent of discretionary income.
- The sector is highly fragmented and underpenetrated from an institutional investor perspective.

How long has farmland existed as an investible asset class?	Decades, if not centuries
What is the penetration of institutional investors into farmland real estate in the United States?	Less than 5%
What is the total addressable market size in the United States?	~$3.7 trillion[3]
What other now-established real estate sectors were considered early or emerging in recent years?	• Cold Storage • Gaming • Data Centers • Towers • Single Family Rental
How much public market capital has flowed to "emerging" real estate sectors in recent years?	In excess of $100 billion
What are the fundamental drivers of other emerging real estate sectors?	• Food logistics • Communication infrastructure • Tourism, leisure spending • Lack of mortgage availability
What are the fundamental drivers for farmland?	Growing demand for food in the face of land scarcity
What are the risks to the farmland sector?	See p. 22

Appendix



John's Shop - Illinois

Risks to Sector

Risk	Explanation of Risk	Mitigation
Weather	Extreme temperatures (cold or hot), lack of water, excess water, storms, high winds, tornados, hail, flooding, etc.	• Portfolio diversification • Weather events occur somewhere every year, but seldom occur across large geographic areas at the same time • Crop insurance and property insurance can protect growers and landowners in cases of extreme weather
Water	Droughts, depleting aquifers	• Portfolio diversification • Farmland located in regions with ample rainfall • Properties with strong water rights
Competitive Geographies	Agriculture production increases in other parts of the world and makes the USA less competitive	• Most viable competitor to the United States is Brazil. Brazil already has a thriving agriculture sector and exports products worldwide • Sub-Saharan Africa has areas with good agriculture characteristics. Increased production will be used to meet projections of increased consumption • Few other places in the world have suitable land, strong domestic consumption, infrastructure, and access to export markets
Trade Policy	Losing access to export markets would be detrimental to the American farmer.	• Government officials have strong incentives to maintain strong trade worldwide • In cases of trade policy breakdowns, the US government has moved to protect the agriculture sector
Agronomy Innovation	New seeds, technology, nutrients, processes, equipment	• Growers are always adapting to new trends to enhance productivity and profitability • Annual crops are regularly replanted and can readily adapt to innovation
Change in Consumer Preferences	Crops may go out of favor. For example: grapefruit and grapefruit juice can cause problems with medicines that treat high cholesterol and high blood pressure.	• Permanent crops are most exposed to this risk, as trees, bushes, vines, etc. have long lives and are expensive to replace • Annual crops are replanted every year and can change with consumer preferences and market conditions
Climate Change	Changing temperatures may change productivity of farmland. New growing regions may emerge.	• Portfolio diversification. Changes are already occurring to growing regions, both due to environmental changes and technology changes. • Less of a risk to core operating regions of the United States (e.g., corn belt)
Decreasing Food Demand	Less food consumed means fewer resources needed to produce food	• Trends of population increases and increased protein consumption with rising GDP/capita are unlikely to reverse • Urbanization trends are unlikely to reverse
Controlled Environment Agriculture	High value crops grown indoors, close to population centers. Saves transportation costs (economic and environmental). Multiple harvest cycles per year. May replace human labor with machines.	• Economically viable for certain high-value products (herbs, leafy greens, etc.) • Growers must pay for energy (for photosynthesis), climate control, structural elements • Unlikely to replace outdoor growing for large-area planted row crops (e.g., corn, soybeans)
Plant Based Protein	Meat alternatives (e.g., Beyond Meat) offer a protein alternative to consumers	• Consumers base long-term choices on many factors, including price, taste, ingredients, health factors, environmental impact, ease of preparation • Farmland used for both plant-based proteins and traditional meat-based proteins
Laboratory-Grown Meat	May offer alternatives for people that are opposed to animal consumption for cultural, religious, environmental, or other reasons.	• Complex, precise, expensive, and energy-intensive process with today's technology • Unclear of specifications required (e.g., food-grade, pharmaceutical-grade, etc.) • Unproved at scale, but continual innovation will enhance today's technology and processes

Glossary

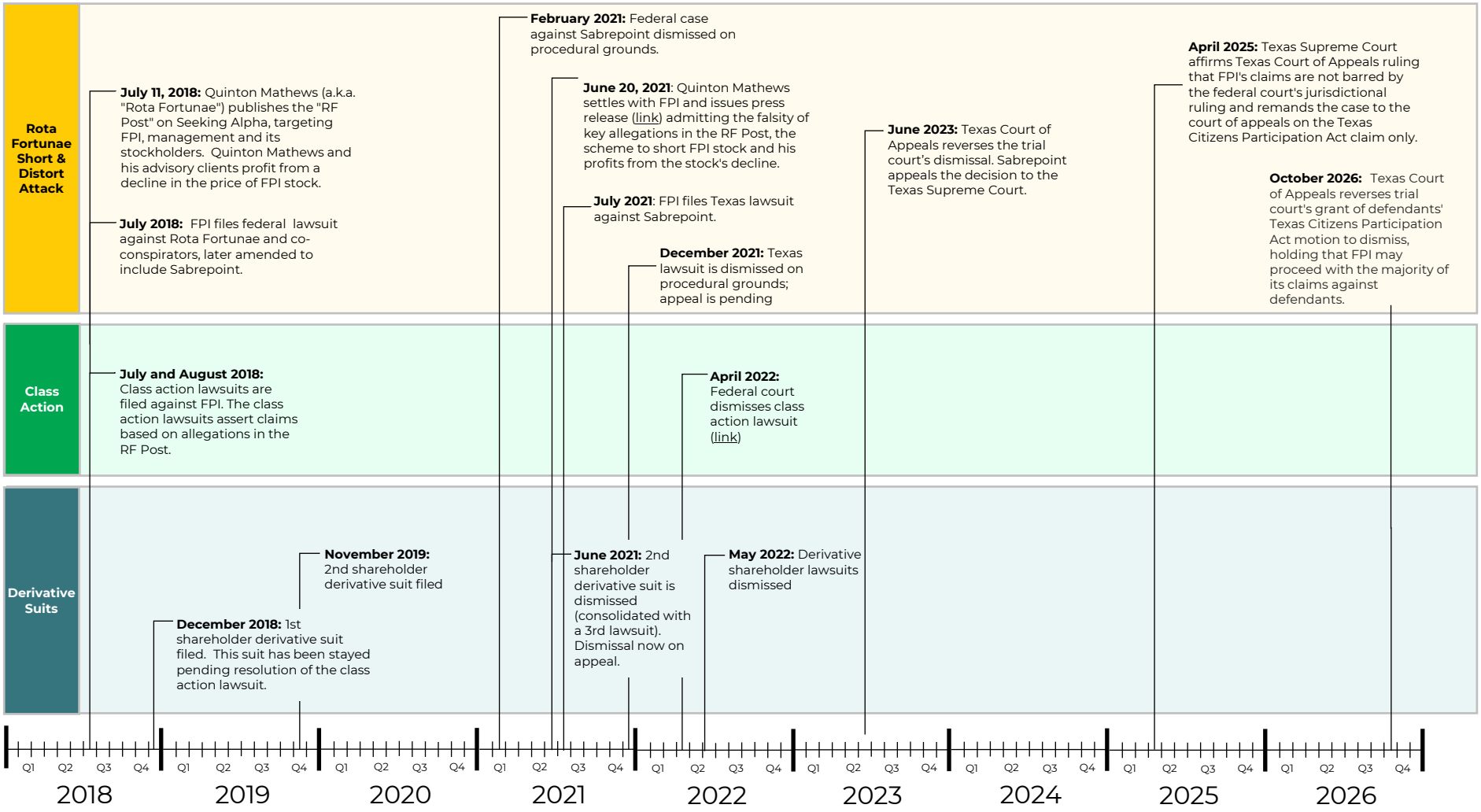
Term	Explanation
Area	1 acre = 43,560 ft^2 1 section = 1 $mile^2$ 1 $mile^2$ = 640 acres
Pivot Irrigation	Method of crop irrigation in which equipment rotates around a pivot and crops are watered with sprinklers. A circular area centered on a pivot is irrigated
Drainage Tile	Drainage system that removes excess water from soil below its surface. Drainage reduces the moisture in soil and thereby increase the amount of air in its pores as to augment conditions for optimal growth of crops
Grain Bins	Metal cylinders with peaked metal roofs that store dry corn, soybeans, and other grains
Land Leveling	Primarily used in surface irrigation methods or by those wishing to improve surface drainage of fields
Controlled Environment Agriculture	Technology-based approach toward food production. The aim is to provide protection and maintain optimal growing conditions throughout the development of the crop. Production takes place within an enclosed growing structure such as a greenhouse or building
Laboratory Grown Meat	Also known as cultured or cell-based meat, artificial meat is grown from animal cells in a laboratory setting
Basis	Difference between crop futures price and local cash price, due to transportation costs, storage costs, supply and demand, local conditions, and other factors
Illinois Productivity Index ("PI")	A measure of soil productivity, ranging from 100 to 147. Higher values are better
Iowa Corn Suitability Rating Index ("CSR")	A measure of soil productivity, ranging from 5 to 100. Higher values are better
DDGS	Distillers' dried grains with solubles
Scope 1 Greenhouse Gas Emissions	Direct greenhouse gas (GHG) emissions that occur from sources that are controlled or owned by an organization (e.g., emissions associated with fuel combustion in boilers, furnaces, vehicles)
Scope 2 Greenhouse Gas Emissions	Indirect greenhouse gas (GHG) emissions associated with the purchase of electricity, steam, heat, or cooling





Litigation Overview

All class action and derivative suits have been dismissed or withdrawn. FPI pursuing hedge fund that perpetrated the short & distort attack.



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Reconciliation to Non-GAAP Measures

(in thousands except per share amounts)	For the three months ended September 30, 2026	For the three months ended September 30, 2025	For the nine months ended September 30, 2026	For the nine months ended September 30, 2025
Net income (loss)	$ (15,512)	$ 491	$ (11,735)	$ 10,376
(Gain) loss on disposition of assets, net	12	531	(3,260)	(24,460)
Depreciation, depletion and amortization	900	938	2,715	3,241
Impairment of assets	12,043	1,000	12,794	17,821
FFO [(a)]	$ (2,557)	$ 2,960	$ 514	$ 6,978
Stock-based compensation	$ 468	$ 515	$ 1,370	$ 1,562
Real estate related acquisition and due diligence	—	—	—	2
Distributions on Series A Preferred Units	—	(588)	(204)	(2,074)
AFFO [(a)]	$ (2,089)	$ 2,887	$ 1,680	$ 6,468
AFFO weighted average common shares	43,494	44,320	43,821	46,084
Net income (loss) available to common	$ (0.36)	$ 0.00	$ (0.28)	$ 0.18
Income available to redeemable non-controlling interest and non-controlling interest in operating	0.00	0.02	0.00	0.05
Depreciation, depletion and amortization	0.02	0.02	0.06	0.07
Impairment of assets	0.28	0.02	0.30	0.39
Stock-based compensation	0.01	0.01	0.03	0.03
(Gain) loss on disposition of assets, net	0.00	0.01	(0.07)	(0.53)
Distributions on Series A Preferred Units	0.00	(0.01)	0.00	(0.05)
AFFO per diluted weighted average share [(a)]	$ (0.05)	$ 0.07	$ 0.04	$ 0.14
Net income (loss)	$ (15,512)	$ 491	$ (11,735)	$ 10,376
Interest expense	3,173	2,271	8,977	7,346
Income tax (benefit) expense	(11)	(8)	20	1
Depreciation, depletion and amortization	900	938	2,715	3,241
Impairment of assets	12,043	1,000	12,794	17,821
(Gain) loss on disposition of assets, net	12	531	(3,260)	(24,460)
EBITDAre [(a)]	$ 605	$ 5,223	$ 9,511	$ 14,325
Stock-based compensation	468	515	1,370	1,562
Real estate related acquisition and due diligence	—	—	—	2
Adjusted EBITDAre [(a)]	$ 1,073	$ 5,738	$ 10,881	$ 15,889

(a) The nine months ended September 30, 2026 and 2025 included approximately $0.5 million and $1.0 million, respectively, of income as a result of a solar lease arrangement with a tenant.

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Non-GAAP Financial Measures

The Company considers the following non-GAAP measures as useful to investors as key supplemental measures of its performance: FFO, NOI, AFFO, EBITDAre and Adjusted EBITDAre. These non-GAAP financial measures should be considered along with, but not as alternatives to, net income or loss as a measure of the Company's operating performance. FFO, NOI, AFFO, EBITDAre and Adjusted EBITDAre, as calculated by the Company, may not be comparable to other companies that do not define such terms exactly as the Company.

FFO

The Company calculates FFO in accordance with the standards established by the National Association of Real Estate Investment Trusts, or Nareit. Nareit defines FFO as net income (loss) (calculated in accordance with GAAP), excluding gains (or losses) from sales of depreciable operating property, real estate related depreciation, depletion and amortization (excluding amortization of deferred financing costs), impairment write-downs of depreciated property, and adjustments associated with impairment write-downs for unconsolidated partnerships and joint ventures. Management presents FFO as a supplemental performance measure because it believes that FFO is beneficial to investors as a starting point in measuring the Company's operational performance. Specifically, in excluding real estate related depreciation and amortization and gains and losses from sales of depreciable operating properties, which do not relate to or are not indicative of operating performance, FFO provides a performance measure that, when compared year over year, captures trends in occupancy rates, rental rates and operating costs. The Company also believes that, as a widely recognized measure of the performance of REITs, FFO will be used by investors as a basis to compare the Company's operating performance with that of other REITs. However, other equity REITs may not calculate FFO in accordance with the Nareit definition as the Company does, and, accordingly, the Company's FFO may not be comparable to such other REITs' FFO.

AFFO

The Company calculates AFFO by adjusting FFO to exclude or include the income and expenses that the Company believes are not reflective of the sustainability of the Company's ongoing operating performance, including, but not limited to, real estate related acquisition and due diligence costs, stock-based compensation and incentive, deferred impact of interest rate swap terminations, and distributions on the Company's preferred units.

Changes in GAAP accounting and reporting rules that were put in effect after the establishment of Nareit's definition of FFO in 1999 result in the inclusion of a number of items in FFO that do not correlate with the sustainability of the Company's operating performance. Therefore, in addition to FFO, the Company presents AFFO and AFFO per share, fully diluted, both of which are non-GAAP measures. Management considers AFFO a useful supplemental performance metric for investors as it is more indicative of the Company's operational performance than FFO. AFFO is not intended to represent cash flow or liquidity for the period and is only intended to provide an additional measure of the Company's operating performance. Even AFFO, however, does not properly capture the timing of cash receipts, especially in connection with full-year rent payments under lease agreements entered into in connection with newly acquired farms. Management considers AFFO per share, fully diluted to be a supplemental metric to GAAP earnings per share. AFFO per share, fully diluted provides additional insight into how the Company's operating performance could be allocated to potential shares outstanding at a specific point in time. Management believes that AFFO is a widely recognized measure of the operations of REITs and presenting AFFO will enable investors to assess the Company's performance in comparison to other REITs. However, other REITs may use different methodologies for calculating AFFO and AFFO per share, fully diluted and, accordingly, the Company's AFFO and AFFO per share, fully diluted may not always be comparable to AFFO and AFFO per share amounts calculated by other REITs. AFFO and AFFO per share, fully diluted should not be considered as an alternative to net income (loss) or earnings per share (determined in accordance with GAAP) as an indication of financial performance, or as an alternative to net income (loss) earnings per share (determined in accordance with GAAP) as a measure of the Company's liquidity, nor are they indicative of funds available to fund the Company's cash needs, including its ability to make distributions.

Non-GAAP Financial Measures (Continued)

EBITDAre and Adjusted EBITDAre

The Company calculates Earnings Before Interest Taxes Depreciation and Amortization for real estate ("EBITDAre") in accordance with the standards established by Nareit in its September 2017 White Paper. Nareit defines EBITDAre as net income (calculated in accordance with GAAP) excluding interest expense, income tax, depreciation and amortization, gains or losses on disposition of depreciated property (including gains or losses on change of control), impairment write-downs of depreciated property and of investments in unconsolidated affiliates caused by a decrease in value of depreciated property in the affiliate, and adjustments to reflect the entity's pro rata share of EBITDAre of unconsolidated affiliates. EBITDAre is a key financial measure used to evaluate the Company's operating performance but should not be construed as an alternative to operating income, cash flows from operating activities or net income, in each case as determined in accordance with GAAP. The Company believes that EBITDAre is a useful performance measure commonly reported and will be widely used by analysts and investors in the Company's industry. However, while EBITDAre is a performance measure widely used across the Company's industry, the Company does not believe that it correctly captures the Company's business operating performance because it includes non-cash expenses and recurring adjustments that are necessary to better understand the Company's business operating performance. Therefore, in addition to EBITDAre, management uses Adjusted EBITDAre, a non-GAAP measure.

The Company calculates Adjusted EBITDAre by adjusting EBITDAre for certain items such as stock-based compensation and incentive and real estate related acquisition and due diligence costs that the Company considers necessary to understand its operating performance. The Company believes that Adjusted EBITDAre provides useful supplemental information to investors regarding the Company's ongoing operating performance that, when considered with net income and EBITDAre, is beneficial to an investor's understanding of the Company's operating performance. However, EBITDAre and Adjusted EBITDAre have limitations as analytical tools and should not be considered in isolation or as a substitute for analysis of the Company's results as reported under GAAP.

In prior periods, the Company has presented EBITDA and Adjusted EBITDA. In accordance with Nareit's recommendation, beginning with the Company's reported results for the three months ended March 31, 2018, the Company is reporting EBITDAre and Adjusted EBITDAre in place of EBITDA and Adjusted EBITDA.

Net Operating Income (NOI)

The Company calculates net operating income (NOI) as total operating revenues (rental income, tenant reimbursements, crop sales and other revenue), less property operating expenses (direct property expenses and real estate taxes), less cost of goods sold. Since net operating income excludes general and administrative expenses, interest expense, depreciation and amortization, acquisition-related expenses, other income and losses and extraordinary items, it provides a performance measure that, when compared year over year, reflects the revenues and expenses directly associated with owning and leasing farmland real estate, providing a perspective not immediately apparent from net income. However, net operating income should not be viewed as an alternative measure of the Company's financial performance since it does not reflect general and administrative expenses, interest expense, depreciation and amortization costs, other income and losses.

End Notes

Note	Explanation	Link
1	The State of Food Security and Nutrition Around the World, UN FAO, July 2026. See pp. xii out of 249.	https://www.fao.org/publications/fao-flagship-publications/the-state-of-food-security-and-nutrition-in-the-world/en
2	Green Street Advisors U.S. Farmland sector primer 2. pp. 10-12, 43 3. pp. 14-16 4. pp. 7, 29	https://farmlandpartners.com/wp-content/uploads/2022/05/U.S.-Farmland-Green-Street-Sector-Primer.pdf
3	U.S. and State-Level Farm Income and Wealth Statistics	https://www.ers.usda.gov/data-products/farm-income-and-wealth-statistics/data-files-u-s-and-state-level-farm-income-and-wealth-statistics/
4	World Bank Group • Per capita values for gross domestic product (GDP) expressed in current international dollars converted by purchasing power parity (PPP) conversion factor	https://data.worldbank.org/indicator/NY.GDP.PCAP.PP.CD
5	World Bank Group; 1 hectare = 2.47105 acres	https://data.worldbank.org/indicator/AG.LND.ARBL.HA.PC
6	United Nations, Department of Economic and Social Affairs, Population Division (2024). World Population Prospects 2024, Online Edition. Forecast data represents medium fertility variant 2024 - 2100.	https://population.un.org/wpp/downloads?folder=Standard%20Projections&group=Most%20used
7	USDA NASS QuickStats. • Ag Land = AG LAND, INCL BUILDINGS - ASSET VALUE, MEASURED IN $ /ACRE • Crop Land = AG LAND, CROPLAND - ASSET VALUE, MEASURED IN $ / ACRE • Year through 2026	https://quickstats.nass.usda.gov/#706FA95D-B8DC-339D-B825-CB79EE1598D6
8	USDA NASS QuickStats. • Ag Land = AG LAND, INCL BUILDINGS - ASSET VALUE, MEASURED IN $ / ACRE • Inflation information: U.S. Bureau of Labor Statistics, CPI for All Urban Consumers (CPI-U)	• https://quickstats.nass.usda.gov/#C10D0DF6-B9D8-3F2A-8892-5728B2BC37D4 • https://data.bls.gov/timeseries/CUUR0000SA0?years_option=all_years

9	• Sources data: USDA Farm Service Agency. Total excludes grass mixed forage, CRP (conservation resource program), fallow, idle
	• Uses data
	  • Corn: USDA Feed Grains Database, combination of tables 4 and 31
	  • Soybeans: USDA WASDE data
	  • Wheat: USDA WASDE data
		• https://www.fsa.usda.gov/news-room/efoia/electronic-reading-room/frequently-requested-information/crop-acreage-data/index
		• https://www.ers.usda.gov/data-products/feed-grains-database/feed-grains-yearbook-tables.aspx
		• https://www.usda.gov/oce/commodity/wasde
		• https://www.usda.gov/oce/commodity/wasde

10	n/a	Conollyb, CC BY-SA 3.0, via Wikimedia Commons
11	n/a	https://www.sloans.com/blog/john-deere-introduces-new-s7-series-combines
12	United Nations, FAOSTAT; rank shown by 2024 production	https://www.fao.org/faostat/en/#data/QCL/visualize
13	USDA NASS QuickStats	https://quickstats.nass.usda.gov/#DE946843-36B2-3B01-AFC7-65E592CDA58D
14	USDA America's Farms and Ranches at a Glance 2025 Edition (2/2026)	https://www.ers.usda.gov/publications/pub-details?pubid=113786
15	United States Census of Agriculture reports: • 1964, 1969, 1974, 1978, 1982, 1987, 1992, 1997, 2002, 2007, 2012,	https://www.nass.usda.gov/AgCensus/

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