



Sustainable Specialty Agriculture

PANAMA COFFEE FARMLAND

Ownership Opportunity



July
2022

PROVEN PRODUCT - IT'S COFFEE

A \$460 BILLION INDUSTRY WORLDWIDE

- ✓ HIGH AND INCREASING DEMAND FOR SPECIALTY COFFEE.
- ✓ LIMITED SUPPLY OF PROVEN QUALITY SPECIALTY COFFEE.
- ✓ STEADILY INCREASING SPECIALTY COFFEE PRICES.
- ✓ TOTALLY UNRELATED TO COMMERCIAL COFFEE VOLATILITY AND PRICES.
- ✓ UNCORRELATED TO THE (MANIPULATED) STOCK MARKET.

PROVEN EXPERIENCED TURNKEY OPERATOR SINCE 2014

- ✓ 100-PERSON OPERATIONS AND MANAGEMENT TEAM IN-PLACE
- ✓ ON-SITE STATE-OF-THE-ART PROCESSING MILL AND LABORATORY
- ✓ INFRASTRUCTURE IN PLACE AND OPERATIONAL WITH ZERO DEBT
- ✓ FARMING, PROCESSING, MARKETING, AND SALES ALL DONE FOR YOU

SECURE SUSTAINABLE INCOME

- ✓ 100% SECURED BY TITLED FARMLAND
- ✓ DOUBLE-DIGIT AVERAGE ANNUAL RETURNS (proforma)
- ✓ STEADY, RELIABLE, PASSIVE CASH FLOW
- ✓ SUSTAINABLE LEGACY INVESTMENT FOR YOUR HEIRS

SOCIAL IMPACT

- ✓ HELP IMPROVE THE LIVES OF COFFEE FARM WORKERS IN PANAMA
- ✓ PROVIDE A DEPENDABLE CAREER WITH LIVING WAGES, MEDICAL AND PENSION BENEFITS, AND 21ST-CENTURY LIVING ACCOMMODATIONS AND SERVICES.
- ✓ HELP FARM WORKERS AND THEIR CHILDREN ATTEND SCHOOL FOR THE 1ST TIME
- ✓ AND HELP SUPPORT OTHER FAMILIES IN NEED IN OUR COMMUNITY

Socially, Environmentally, and Economically Sustainable Investment Opportunity



WHO IS AGRONOSOTROS?

AgroNosotros (AgN) is a pioneering effort to vertically integrate the specialty coffee and fine flavor cacao industries, beginning with International Coffee Farms (ICFC) in Panama in 2014 and Peini Cacao Plantation in Belize in 2016.

AgN currently owns and operates 11 specialty coffee farms in Boquete, Panama, 5 fine flavor cacao farms in Southern Belize, and recently acquired our 1st cacao farm in Chiriqui Grande, Panama. With a total portfolio of 870+ acres under management.



With proprietary state-of-the-art coffee and cacao processing facilities, quality testing laboratories, on-site nurseries, factories and high-end retail facilities in both Panama and Belize, AgroNosotros has the infrastructure in place to grow, process, and sell at least 200 metric tonnes of specialty agriculture crops and finished products annually to a global market.

Our multi-lingual, multi-national team of experts covers the entire value chain from seed to bean to finished product. In-house agronomists and engineers apply our unique “Art of Coffee and Cacao Science” across our network of farms.



AGN SPECIALTY COFFEE FARMING DIVISION

AgN is in the business of acquiring under-performing producing coffee farms and suitable raw land properties in Panama that can be planted or “turned around” to become very productive, high-yielding specialty coffee farms, through the addition of modern coffee farming management practices and investment capital.

All made possible through our unique “Art of Coffee Science”.

The primary operating focus is to grow and process high-end specialty coffee and to sell single-origin, fully traceable, zero-defect green coffee beans, locally and internationally.

Our sustainable agriculture projects provide a unique opportunity for private individuals to participate alongside us and earn passive annual income from the specialty coffee industry. The annual average return (IRR) is anticipated to be around 10%.

Cash flow begins when the first crop is harvested, processed and sold, which can take between 3 and 5 years from planting, depending on altitude and varietal. After reaching production, these farms will produce coffee and cashflow in perpetuity due to our crop rotation system. Distributions are paid annually and are intended to last for a “legacy investment” period of time.

AgN’s coffee farming division in Panama is operated as ICFC (Panama) S.A. Currently (July 2022) there are 11 coffee farms in the portfolio, including both recently planted properties and currently producing specialty coffee farms.

Learn more about the coffee farms, varietals, facilities and meet the team on our new and improved website: <https://agronosotros.com/>



WHAT IS THE OPPORTUNITY FOR YOU?

The opportunity to participate in an operating specialty coffee farm, in the “Napa Valley” of coffee where you can piggy back on the hard work, capital invested and progress made over the last 8 years: A unique opportunity that is:

- **Located In The Best Coffee Growing Region In Panama**
- **Turnkey Managed For You**
- **Passive Income-Generating Annually In Perpetuity**
- **IRA, 401K, And eQRP Eligible**
- **Open To Non-Accredited Investors**



In summary, it is a turnkey real estate agri-investment, with a sustainable and conservatively projected passive income for many years to come, with a potential for capital gains in the value of the land.

AND importantly, it is a socially sustainable opportunity for you to help provide a good honest working career, with regularly paid living wages including education, medical, pension, and accommodation benefits, for very poor coffee farm workers and their families in Panama.



WHAT IS THE BUSINESS MODEL?

The business model is to acquire under-performing, under-capitalized, commercial coffee farms, and raw land, in areas surrounding Boquete, Panama. The acquired properties have all the right conditions and attributes needed to produce high-value specialty coffee, such as volcanic soil, unique micro-climates, and year-round access to water.

The farmland acquired will be developed into very productive specialty coffee farms, over a 3-5-year period.



Once acquired, depending on the farm itself, a specific plan is put in place to repurpose the farm by adding capital and know-how (coffee science) to fully develop the farm and get it operating to its maximum potential.

Shade crops will be managed, water systems implemented, and soil and leaf analysis conducted by our in-house team of experts. Older trees that are past their peak will be cut down and replaced by saplings of new, healthier, more in-demand varieties. And the coffee will be processed and analyzed for quality in a state-of-the-art, on-site wet & dry coffee processing facility and laboratory.



When implemented, these plans need time to mature... to “harvest” the extra rewards. These extra rewards will provide increased profits in the form of increased coffee quantity, higher coffee quality, and higher sales prices for the coffee. And, as we continue to expand our network of farms, economies of scale continue to bring down our average costs of production.

A key part of the business model is to be able to supply micro-lots of single-origin, traceable, specialty coffee processed in different ways, such as natural, honeyed, and washed. Coffee that scores 80 points or more on the very strict Specialty Coffee Association (SCA) scoring system and can be traced all the way from seed to exportable green bean in the hands of the producer.

To find out more about our coffee processing facilities visit:
<https://agronosotros.com/processing-facilities/>



OUR 3 PILLARS OF SUSTAINABILITY

AgN operates under truly sustainable long-term principles.

We own and operate specialty coffee farms in Panama that are **Economically, Environmentally, and Socially Sustainable.**

Sustainability is the cornerstone of our business model. It is not just a buzzword thrown around or a marketing tool.

With these 3 pillars of Sustainability, we produce amazing specialty coffee that in turn provides a quality of life for our farmers and a return for our clients.

To be Sustainable it must be a Win, Win, Win situation for all parties involved.



1. SOCIALLY SUSTAINABLE

As a key part of our business model, we take a percentage of the gross operating profit and place it into a bonus pool. This pool is used to provide vastly improved living conditions for our workers and their families. Basics that we take for granted like electricity, running water, flushing toilets, showers, gas stoves, and real beds with 5-inch mattresses.

We provide increased salaries and performance-related bonuses as well as Social Security, which provides medical, pension, and dental benefits that very few (if any) coffee farm workers receive.

We have also facilitated those children and adults who wish to attend school, to do so. In 2016, our first year of the Scholar Program, 9 children took us up on our offer. In 2017 we had 21 people in the program, which included 3 Mom's who actually went back to school! Why? Because their men are working steadily, with well-paid and reliable jobs, their kids are fed and housed properly, and they can now relax a little... and look after themselves a bit, for a change. Important stuff!



Now, in 2022 we are extremely proud to say we have 83 children and young adults all attending school and doing very well. Even some of our farm hands are now attending evening classes in school after a long day in the fields.



2. ENVIRONMENTALLY SUSTAINABLE

A vital part of our team is having our own in-house Agronomists and value chain analyst that are constantly studying and evaluating the eco-system within each of our farms.

We operate a “closed-loop” coffee processing mill and system where no by-products generated from the depulping or washing of the coffee grown on our farms go to waste. We ensure that no toxic elements get into the environment from our mill.

Our state-of-the-art wet mill uses less than 10% of the water of a traditional mill and even the 10% that is used, is recycled.



The cherry pulp that is removed during processing is used to create fertilizer and compost, with the help of the thousands of California Red Earthworms in our pulp patio. The resulting liquid food will be sprayed directly onto each and every tree individually during the harsh dry season to protect them and keep them healthy and nourished.

Even the parchment that is removed from the coffee bean during peeling prior to export is saved and used to fuel the furnace that dries the coffee the following harvest.



3. ECONOMICALLY SUSTAINABLE

Obviously, we need to be Economically Sustainable because if the farms don't make money, we don't make money, our clients don't make money and we cannot implement any of the practices discussed above.

This often means working smarter, not harder. Using modern farming practices and machinery, such as motorized spray packs that cut the manpower required to manage the trees by one-third, for just a small incremental capital investment.

Having our own on-site processing facility enables us to produce micro-lots of single-origin, traceable specialty coffee to order. These coffees sell for 2, 5, 10 even 50 times the rate of commercial coffee.

Buying input materials in bulk as the farm portfolio continues to increase in size, managing our farm personnel over the entire portfolio, cost-saving measures in the processing mill and a plethora of other small things when added together, result in the economies of scale required in a financially viable, well-run operation.

You can see our Impact on the local communities here:
<https://agronosotros.com/impact/>



WHY OWN AGRICULTURAL REAL ESTATE?

First, many seasoned investors strongly believe that long-term ownership of land has proven to be the most reliable and traditional path to significant gains in wealth over many generations of the world's wealthiest families.

As the world-famous “self-made man” Will Rogers once said, “Buy land. They ain't making any more of the stuff.”

Second, the retention of income-producing land over long periods of time, along with the careful and constant management of the land to improve crop yield and quality, has proven to add to the wealth-generating benefits of long-term agricultural land ownership. We think that is the ultimate “buy and hold” strategy!

Third, with an ever-increasing global population and more and more mouths to feed, accompanied by the decreasing availability of arable land, agricultural real estate is in ever-increasing demand.

Fourth, if the agricultural land produces a non-perishable, truly specialty crop that is in high and increasing demand, with proven channels to market for those crops already in place, and with sustainable high-profit margins consistently available, we believe a high-probability formula for success is assured.

That perfectly describes the economics of owning and operating coffee farms.



DUE DILIGENCE TRIPS

We encourage all of you to come to Panama on one of our group or private discovery tours.

Prior to the pandemic we hosted a tour every quarter, and as people are feeling comfortable travelling once again in groups, we will be rolling out these hugely successful group origin tours.

Come and spend 3 days in Paradise getting to know us and the whole team, walking the farms, and learn what is involved in the whole coffee-making process from “seed to bean”.

You will get to see specialty coffee professionally processed, cupped, scored, and evaluated. You can even try your hand at it yourself!

To reserve your seat visit: <https://agronosotros.com/specialty-coffee-cacao-group-tour/>





IN SUMMARY, WHY INVESTING IN COFFEE FARMLAND IS GOOD FOR YOUR PORTFOLIO

- **Diversify your portfolio away from Wallstreet and outside of your own back yard.**
- **Specialty Coffee is priced based on quality and supply, not manipulated by traders and speculators.**
- **Participate in a \$460 Billion industry, at an entry level you can afford.**
- **Partner with an experienced operator with a dedicated team in place, who will develop the land, manage the farms, harvest, process, market and sell the coffee on your behalf - turnkey.**
- **Take advantage of existing assets and infrastructure already in place and operational, with zero debt.**
- **Join a team with over 30 years experience in coffee, and farming in Boquete.**
- **Invest your money where you can have a real Impact on coffee farmers lives, their families and communities less fortunate.**
- **Help us reduce any negative impact on the environment around us, one coffee farm at a time.**
- **Create passive cashflow and infinite returns for you and your family, for generations.**

Specialty Coffee Farming in Boquete, Panama
A Socially, Environmentally, and Economically Sustainable Investment Opportunity



**BE PART OF THIS
\$460 BILLION INDUSTRY**

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