



Invest in Latvian agricultural land





Baltic Terra Business Model



Targeted Land Acquisition

Identification of fragmented agricultural land parcels, often below market value, with high consolidation and productivity potential.



Land Consolidation & Optimization

Merging smaller plots into economically viable land units, optimizing boundaries, access roads, and field structures to increase operational efficiency and attractiveness for institutional buyers.



Long-Term Leasing to Farmers

Establishing stable, inflation-protected rental agreements with professional farmers, generating predictable and recurring cash flow.



Baltic Terra Business Model

Productivity Enhancement

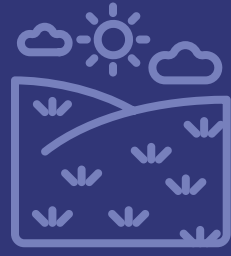
Improving soil quality, drainage systems (melioration), land leveling, and infrastructure to increase yield potential and long-term asset value.

Capital Appreciation Strategy

Value creation through consolidation, operational improvements, and rising agricultural land prices driven by food security and limited supply dynamics.

Exit Opportunities

Strategic portfolio sales to institutional investors, refinancing options, or long-term holding strategy focused on steady yield and asset appreciation.



PURCHASING

Properties under market value

- Small, individual properties
- Overgrown meadows
- Low-fertility land
- Legally burdened land



ADDING VALUE

- Clearing land of bushes and overgrowth
- Consolidating small properties into large ones
- Improving soil fertility by leasing to local farmers: higher fertility = higher value



MAKING PROFIT

- Leasing land to local farmers
- Annual land value increase 7%
- Selling properties to legal entities and municipalities

Baltic Terra



€



Year 1



€€



Year 2



€€€

Return on investment

Latvia Agricultural Land Market: Key Facts 2024



Total agricultural
land in Latvia

1.97
million ha



Ownership
split

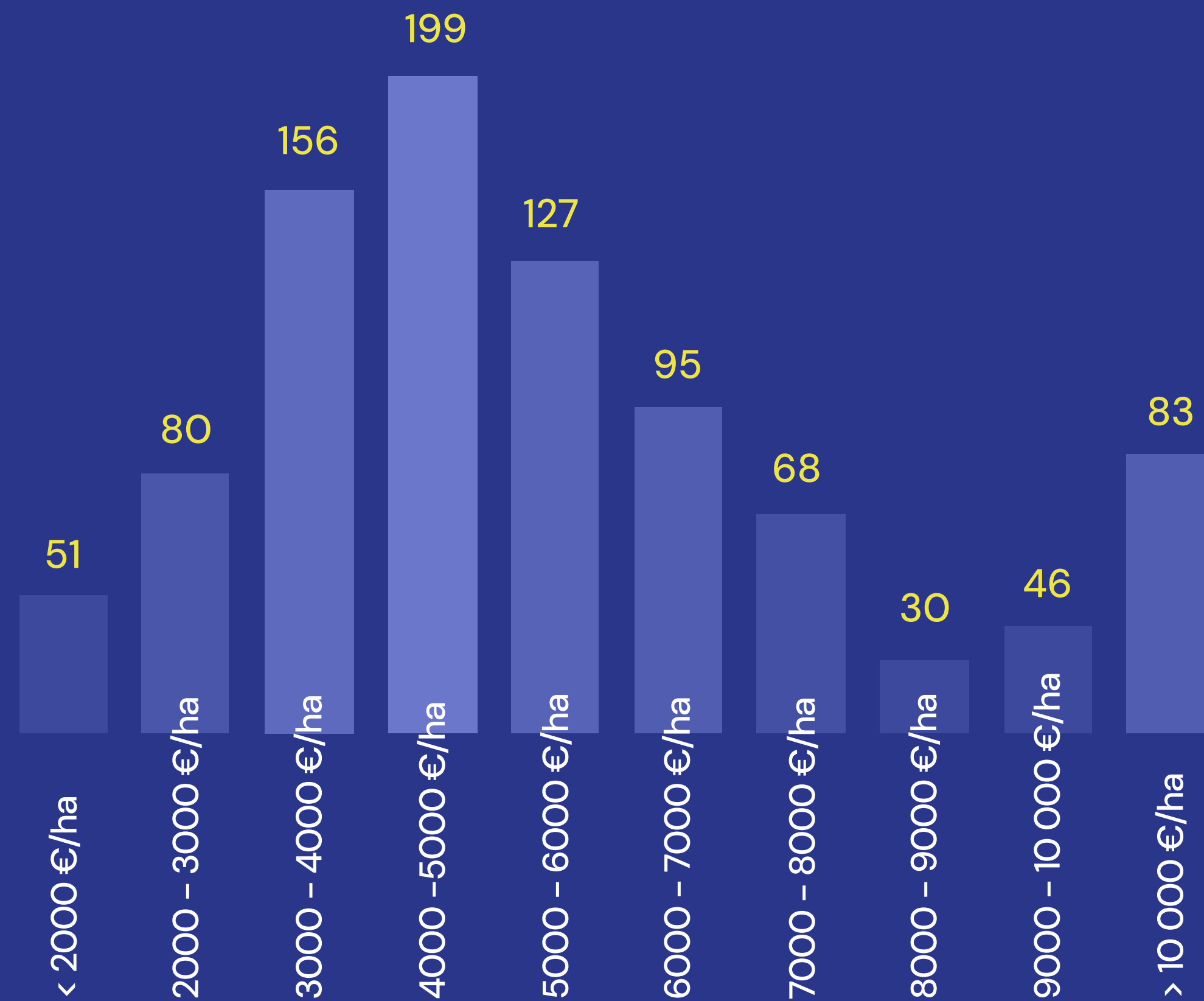
~88% private **1.73** million ha
~12% state **0.24** million ha

Agricultural land transaction activity has increased by approximately 25% compared to 2023, reaching around 935 transactions

Baltic Terra acquires agricultural land at an average price of €2,962 per hectare, which is below the current market average and provides a solid entry position within the Latvian agricultural land market.

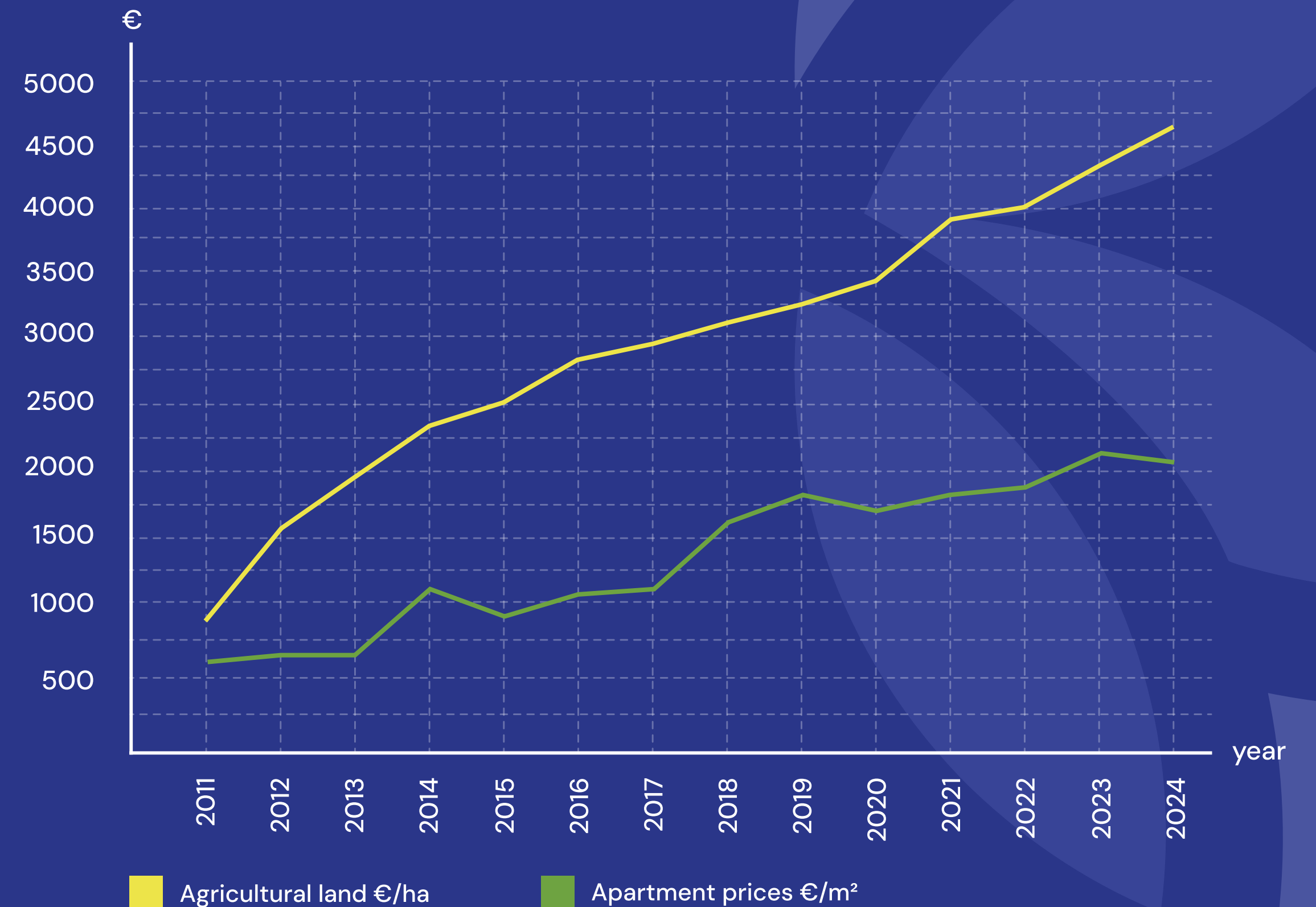
Sold agricultural land divided by price ranges, number of transaction/ deals

Data source: State Land Service



Agricultural Land Prices in Latvia (€/ha) vs Riga Suburban Apartment Prices (€/m²)

Data source: State Land Service



Untapped agricultural land market

Agricultural land prices have risen from approximately €1,300–1,500 per hectare in the early 2010s to around €4,800 per hectare in 2024, implying a long-term annual appreciation of roughly 6–7%

Data source: Eurostat – Agricultural land prices and rents – statistics





Agricultural Land: Shrinking Resource, Increasing Value

Over the past two decades, the agricultural land base in Europe has declined meaningfully. EU utilised agricultural area fell from approximately 173 million hectares in 2005 to around 157 million hectares in 2020 – a reduction of roughly 16 million hectares (~9%).

At the same time, agricultural output and trade continue to expand.

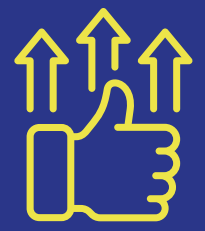
Global agri-food exports increased from roughly **\$1.3 trillion in 2015 to over \$1.9 trillion in 2023** (+45%), while EU agri-food exports rose from **€184 billion to €229 billion** (+24%).

A shrinking land base, growing trade volumes, and improving productivity support long-term farmland value growth as demand for agricultural resources continues to increase.



Why choose Baltic Terra?

Baltic Terra is a focused agricultural land investment platform operating in Latvia – a market where land prices remain significantly below Western European levels, while demand for productive land continues to grow.



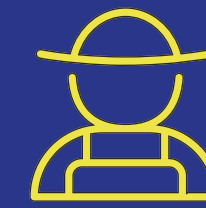
Local Execution Advantage

Deep knowledge of the Latvian agricultural land market enables identification of fragmented, undervalued parcels and consolidation opportunities before they reach broad competition.



Off-Market Deal Flow

A relationship-driven sourcing network provides access to transactions outside public listings, allowing disciplined acquisition below peak market pricing.



Strong Farmer Relationships

Close cooperation with local agricultural operators ensures:

- Stable long-term lease structures
- Operational continuity
- Continuous land cultivation and productivity improvements

This reduces vacancy risk and strengthens income stability.



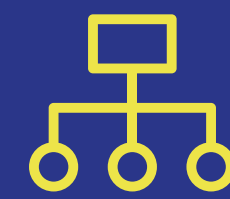
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Value Creation Through Consolidation & Improvement

By merging fragmented land plots, optimizing boundaries, and supporting productivity upgrades, Baltic Terra enhances asset quality before long-term hold or exit.



Transparent Investor Structure

Clear ownership structure, defined acquisition criteria, disciplined capital deployment, and institutional-level reporting provide visibility and governance confidence for investors.



Our Team



Jānis Lezdiņš

Founder & Managing Partner

15+ years of experience in land acquisition and management across the Baltics. Responsible for investment strategy, transaction execution, and portfolio development.



Anete Zilvere

Head of Strategic Partnerships

10+ years of hands-on agricultural operations experience, including management of a 200-hectare farm with 600+ cattle. Oversees farmer relationships and lease partnerships.



Linda Rēvele

Head of Operations

Experienced in real estate and land project management. Responsible for operational execution, acquisition coordination, and portfolio structuring.

Combined Capability

The team integrates:

- Land transaction execution
- Agricultural operations expertise
- Portfolio management discipline

This structure enables Baltic Terra to source, consolidate, lease, and manage agricultural land assets within a transparent investment framework.



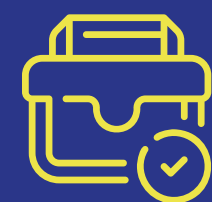
Baltic Terra Goals for 2026–2027



Capital Deployment

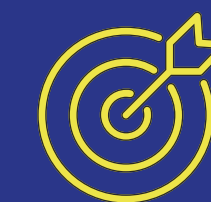
Long-term target:
€35M total investment volume

2025 focus:
€15–20M capital deployment



Portfolio Structure

Minimum 80% of portfolio leased out
Focus on long-term lease agreements with professional operators



Rental Yield Targets

Initial target yield:
3–4%

Medium-term target:
up to 5%, through long-term lease contracts and portfolio stabilization



Thank you!

Jānis Lezdiņš

CEO

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