

INTRODUCTION TO



New Zealand **Rural Land Co**

The Rural Land Investors

January 2023

www.nzrlc.co.nz

listed on:





DISCLAIMER

The information and opinions in this presentation were prepared by New Zealand Rural Land Company (NZL). NZL makes no representation or warranty as to the accuracy or completeness of the information in this report. Opinions including estimates and projections in this report constitute the current judgment of NZL as at the date of this report and are subject to change without notice. Such opinions are not guarantees or predictions of future performance. This report is provided for information purposes only and does not constitute investment advice. Neither NZL, nor any of its Board members, officers, employees, advisers (including New Zealand Rural Land Management Limited) or any other representatives will be liable for any damage, loss or cost incurred by any recipient of this report or other person in connection with this report.

[All images are of rural property held within NZL's portfolio.](#)

**New Zealand Rural Land Co (NZL)
owns and leases some of the best
farmland in the world, offering an
unparalleled investment opportunity.**



**New Zealand
Rural Land Co**

The Rural Land **Investors**

Why is NZL Without Parallel?

A perfect combination of advantages

- **A rapidly growing global population, food demand and a decrease in available productive land** means rural land is increasingly a more attractive investment and this scarce and critical food production infrastructure has **demonstrated consistent positive returns over time**.
- New Zealand has the **most productive agricultural land in the world**. Water, soils, space and climate come together to deliver **world-leading low-cost production and carbon efficiency**.
- **NZL invests in land**, not farm operations. There is **no direct exposure to operational, environmental or commodity price risks**.
- NZL currently **owns 11,710 hectares (28,963 acres) of high quality productive rural land** in New Zealand **and leases it, long term**.
- **NZL is the only pure-play, NZX-listed exposure to agricultural land in New Zealand**. As such NZL provides investors with a liquid and inflation-hedged investment.
- For overseas investors **NZL is one of the only ways** they can gain exposure to New Zealand agricultural land.
- NZL shareholders receive **twice-yearly dividends plus growth in land value**. NZL, since listing, has established a track record of outperforming the broader rural land market.



New Zealand
Rural Land Co

The Rural Land Investors

New Zealand is a World Leading **Producer** and **Exporter** of **Primary Products** – for Good Reason

The World's Most Efficient and Lowest Cost Producer

New Zealand's temperate climate, fertile soils and pasture-based production system results in lower cost of production than the farming systems used in most of the world.

Temperate Climate ✓

Fertile Soils ✓

Pasture-based Production ✓

-40%

lower cost of production than EU or USA.

Sustainably Advantaged

New Zealand has a lower carbon footprint for its primary products than most if not all alternative producers.



68%

less carbon from cradle-to-farm gate than the global average.

World Class Risk Mitigation

The importance of agriculture to the New Zealand economy mitigates political risks to the industry. While social risks are mitigated by the industry's active management of social perception and social licence.



of 50 countries for Animal Welfare.



1st
out of 113 countries for Food Safety.

Advantaged Exporter, Well Positioned for Free Trade

New Zealand's natural advantages and efficient production means that the country produces far more than it can consume domestically. This allows farmers to export the majority of their goods to high value international markets.

95%

of products are exported to over 130 countries.

90m

people can source all their dairy from New Zealand.

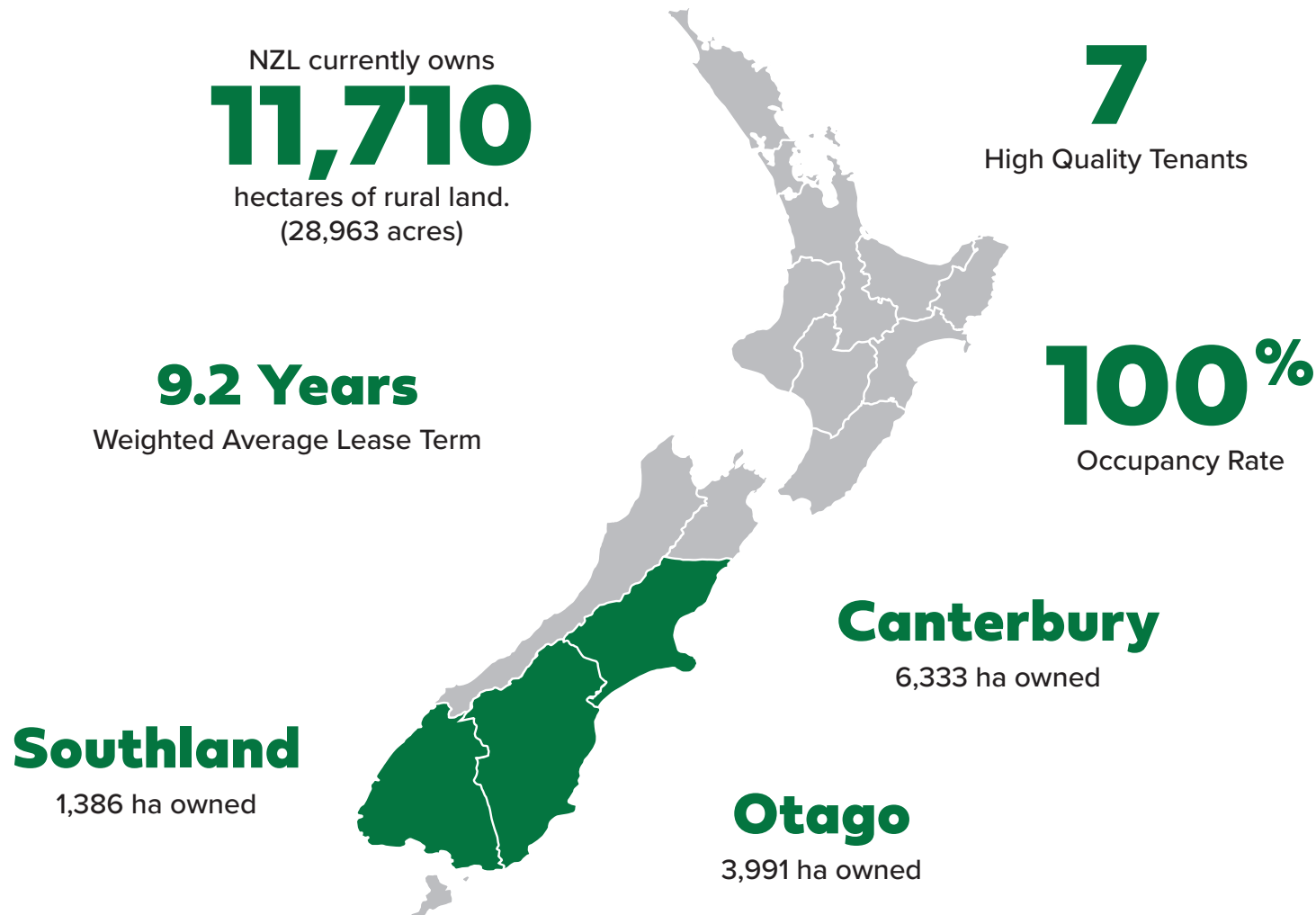
\$12.9b

is the value of New Zealand's Dairy Exports.

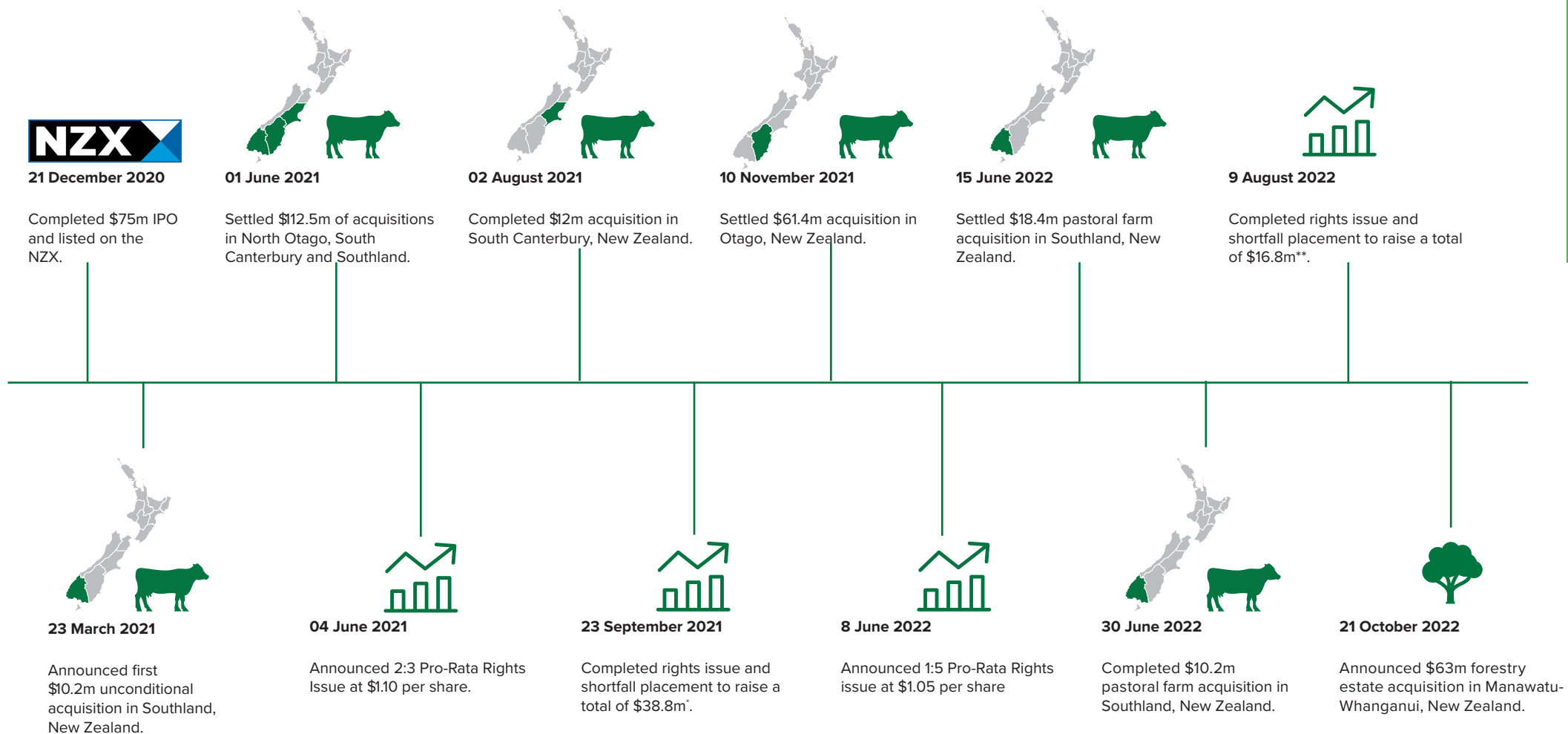
NZL: Today

New Zealand Rural Land Company is a landlord to New Zealand's highly advantaged agricultural sector.

We own rural land and lease it to high quality tenants.



NZL: Timeline Since IPO



* 87.52% of the Pro-Rata Rights Issue was taken up by investors.

** 82.63% of the Pro-Rata Rights Issue was taken up by investors.

NZL has raised a total of \$130.7m in equity since IPO.

NZL: Key Statistics as at 20 January 2023



\$298.8m^{*}

Total Assets



\$124.9m^{}**

Market Capitalisation



\$231.8m^{}**

Enterprise Value



\$1.614^{*}**

Net Asset Value Per Share



-33.1%^{}**

Discount to NAV



+3.3%^{}**

Net Dividend Yield



36.2%

Gearing



5.6%

Weighted Average Cost of Debt

^{*}Unaudited as at 31 December 2022

^{**}Based on a share price of \$1.08 as at 20 January 2023

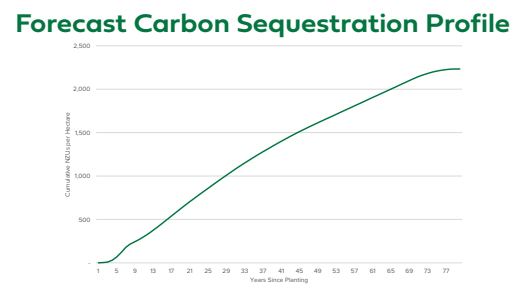
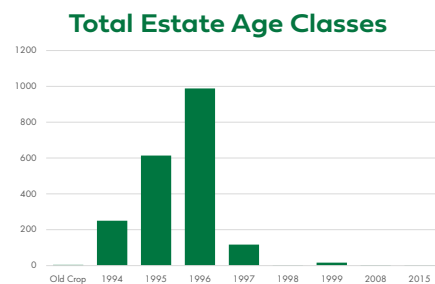
^{***}Net Asset Value Per Share is based on NZL's last audited net asset value as at 30 June 2022

NZL: Forestry Estate - Acquisition

- On 21 October 2022, NZL announced it had entered into an agreement to acquire up to 100% of a forestry estate located in the Manawatū-Whanganui Region of the North Island. The estate is comprised of five individual properties with a total area of 2,400ha.
- The planted area with Carbon Emissions Trading Scheme (ETS) potential is 1,889ha, of this 1,458ha is currently registered under the ETS. The remaining 430ha have been identified as potential ETS areas.



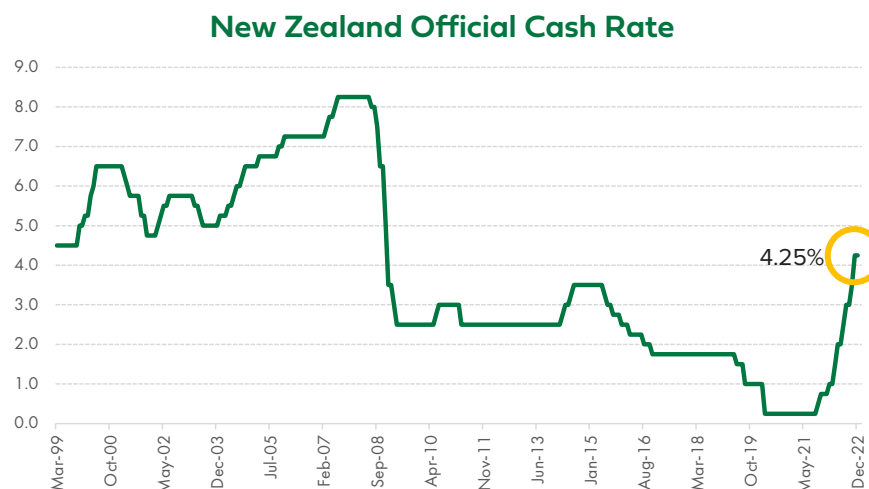
- The chart below details the age class of trees within the Estate. Nearly all trees were planted between 1994 and 1996 making them between 26 and 28 years old. These trees are expected to continue sequestering carbon for a number of decades into the future.
- The forecast sequestration profile of the Estate is also detailed below. As illustrated the rate at which pine trees sequester carbon increases rapidly in the first seven years after planting before settling into a largely linear trend until year 70.



- NZL's cost to acquire 100% of the Estate is approximately \$63m (subject to final costs) with a first year payment of \$4.98m under the terms of the lease. The lease is a triple net lease, has uncapped annual CPI-linked rental adjustments with a three yearly catch-up indexed to 50% of the increase in the price of NZU's over the period (if greater than CPI).
- The purchase will be funded using a combination of debt and equity - the equity component of which NZL may fund using a variety of sources including reallocation of capital within the group and borrowing capacity. There is an option for NZL's tenant partner New Zealand Forest Leasing (NZFL) to purchase up to approximately 48% of the asset if required.
- The settlement date for the acquisition is 15 April 2023 with the entire estate to be leased to NZFL for a period of 20 years.

NZL: Market Update - January 2023

- As previously announced, NZL has changed its balance date to 31 December (from 30 June). Accordingly, NZL has begun work with its auditors and valuers on this reporting period.
- At this time, NZL has received preliminary independent valuations of its investment properties. In aggregate, **the properties have increased in value by +0.9% (+\$2.46 million)*** which demonstrates both the resilience and quality of the rural land NZL holds in its portfolio.
- It further highlights the attractiveness of farmland as an investment in times of rising interest rates, high inflation and market volatility - especially when compared to other investments including commercial real estate, which has not fared as well in the aforementioned environment. The chart below details New Zealand's Official Cash Rate (OCR) since 1999. The OCR is now at 4.25% a level not seen since 2008 as the RBNZ raises interest rates to combat widespread inflationary pressures.



* Subject to final audit confirmation



SECTION 1

NZL ADVANTAGES

NZL Advantages



SECTORAL



SUSTAINABILITY



STRUCTURAL



RISK MANAGEMENT



RETURNS



Sectoral Advantages

- 🌱 The global **population** is expected to **reach 9.7 billion by 2050**. A growing global population and surging demand for food alongside declining available productive land provide a strong long-term global tailwind for productive land ownership.
- 🌱 Globally, productive rural land is a scarce/finite resource. **New Zealand rural land** is extremely well placed to **capitalise on the global scarcity of high quality arable land**.



-56%

between 1962 and 2018

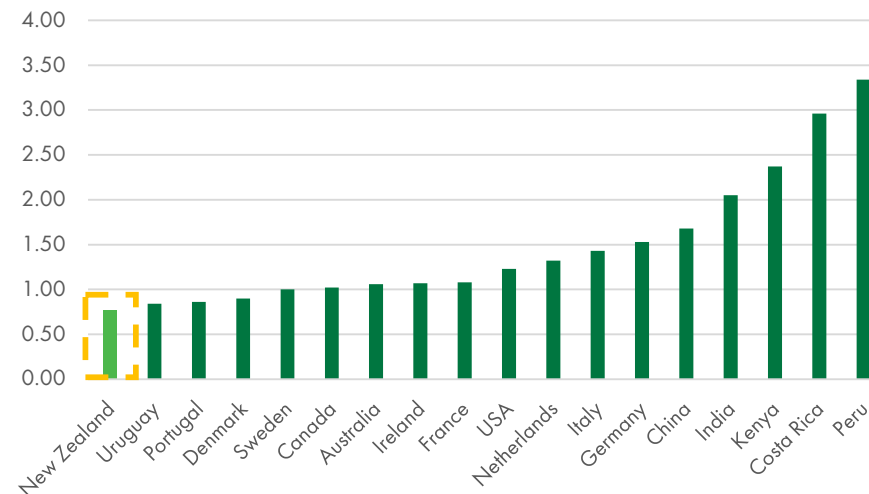
the amount of arable (productive) land available per person to produce food is in significant decline.



Sustainability Advantages

- Soil in New Zealand is predominantly fertile volcanic loams – ideal for productive farming. This, coupled with New Zealand's temperate climate, consistent rainfall, adequate sunshine and ability to grow grass and other crops year round make it a highly advantaged, efficient, consistent and low cost producer of primary products.
- New Zealand's pasture based farming system allow for easy transition of rural land to a range of alternative uses should conditions dictate (e.g. dairy to sheep and beef rearing).
- New Zealand's low input pasture based farming methods enable meat and dairy products to be produced at significantly lower cost than the EU or US. In the case of milk production it is a 40% - 50% lower cost than EU and US producers.
- New Zealand dairy has the world's lowest carbon emissions per kg of milk.**

New Zealand's Emissions Advantage






- The production of sheep/lamb meat in New Zealand generates carbon emissions c.-63% lower than the global average. While beef production emits c.-77% less carbon.

Source: Ag Research
*Fat and Protein Corrected Milk

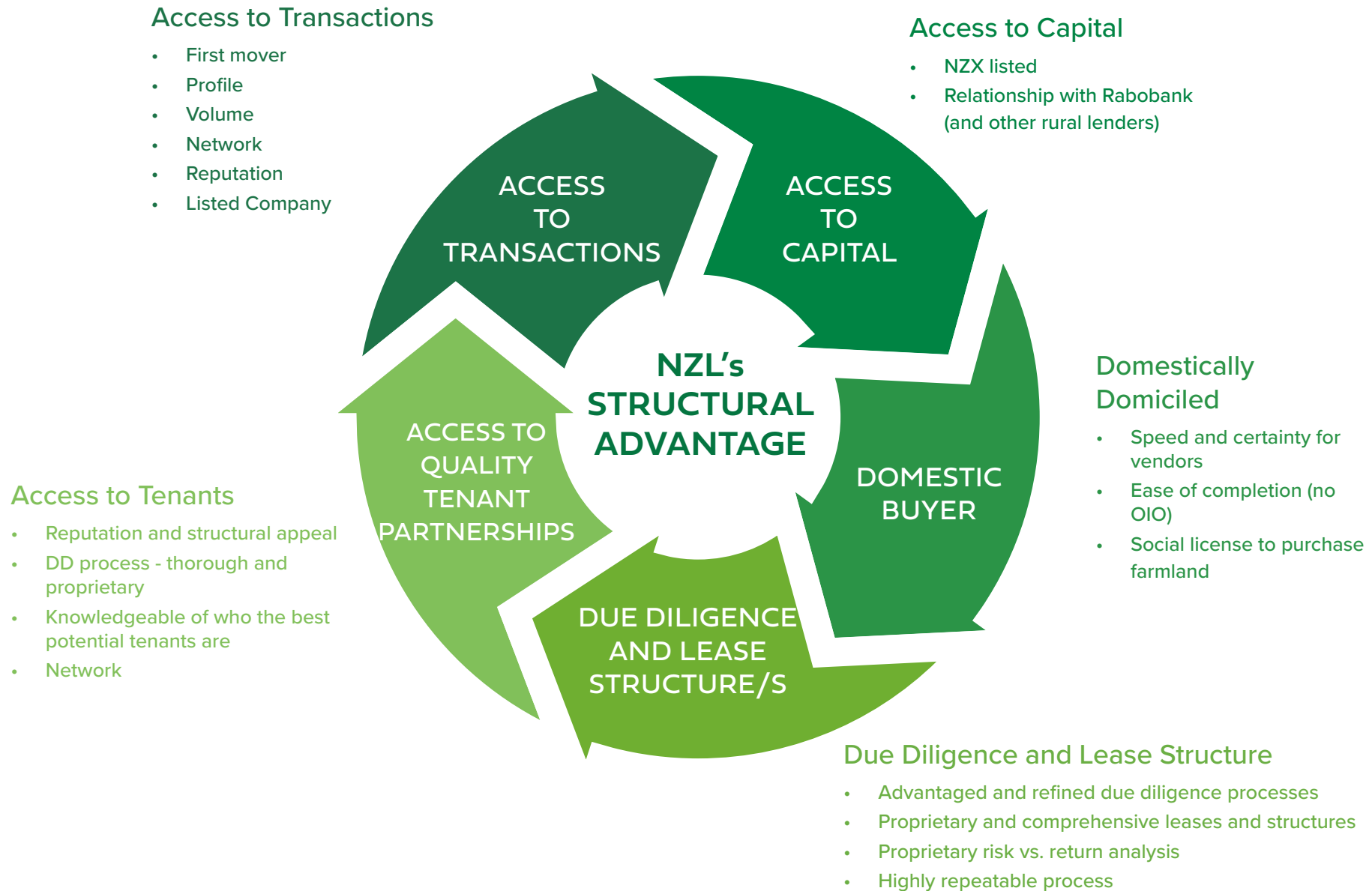


Sustainability Advantages (continued)

-  Additionally, NZL only selects tenants with a track record of environmentally sustainable performance. (All NZL's leases also incorporate a requirement that tenants reserve a large buffer of equity relative to annual lease costs to ensure that leases are paid even in adverse operating conditions).
-  Joint sustainability commitments are written into NZL's binding leases. These reinforce the shared vision between NZL and its tenants of what sustainability looks like and the commitment to proactively manage, mitigate and minimise greenhouse gas emissions, nutrient leaching and other potentially environmentally harmful practices, while ensuring the welfare and wellbeing of the people, communities and animals connected to the land.
-  NZL's directors and management have a track record of establishing and implementing sustainability initiatives across a number of New Zealand businesses.



Structural Advantages



Risk Management Advantages

 By only owning the land NZL has **no direct exposure** to the **operational risks of farming**:



No direct
on-farm risks
(via either sharemilker or
operational partner)



No direct
exposure
to volatile
commodity prices



Limited exposure
to environmental
risks



No exposure to
animal health
risks



No direct
exposure
to farmer
co-ops



Listing provides
greater liquidity
than syndicates
or direct
investments

 By only owning rural land NZL has **a number of advantages over traditional REITs**:



Easy and low cost
alternative use



Tenants with high
credit quality
and a history
of operational
excellence



Rural land assets
have much less
depreciating
improvements



Uncorrelated with
traditional assets



Low
obsolescence risk



Food production
is an essential
service



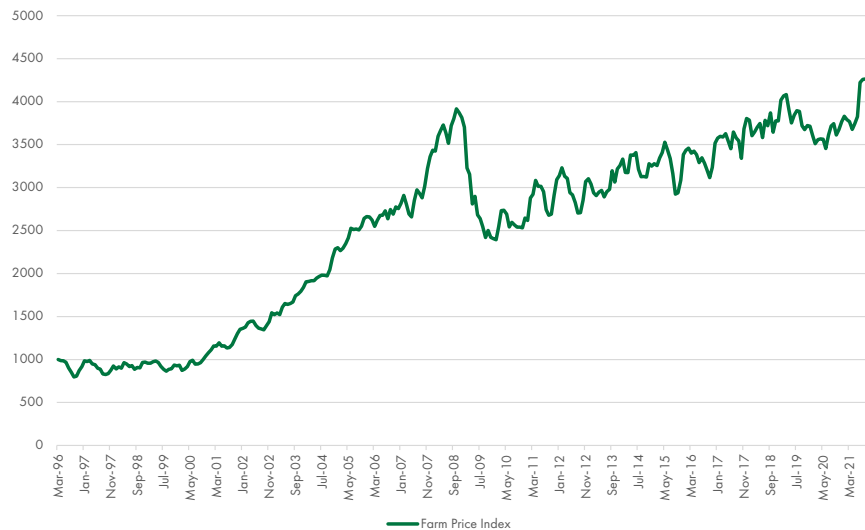
Inflation hedged
asset class



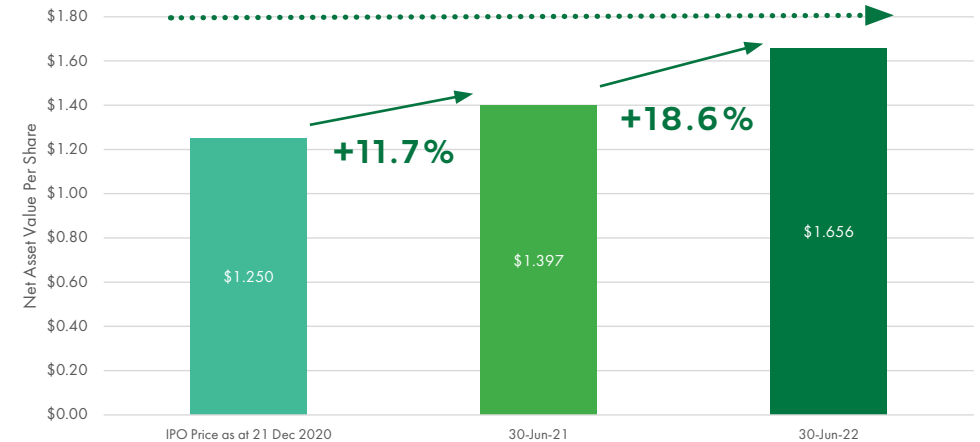
Return Advantage

- Land as an investment offers a low risk profile for investors, generates consistent returns (non-cyclical) and NZL since listing has a demonstrated history of outperforming the farm price index*.
- For the last 26 years the value of rural land in New Zealand has grown consistently, with REINZ's Rural Land Price Index increasing at a CAGR of +6.6% per annum, this is before operating or lease income, currently NZL is receiving >5% cash leases on capital deployed for low risk assets, these are all subject to uncapped inflation adjusted leases and are triple net leases; meaning the responsibility for maintenance rests with the tenants.
- The capital growth of rural land in New Zealand offers a significant tax advantage over other jurisdictions as capital gains are not taxed in New Zealand.

Long Term New Zealand Farm Price Returns - Land Only
CAGR +6.6% p.a.**



NZL Audited NAV Performance Since Listing
CAGR +15.1% p.a.



*REINZ Farm Price Index (excluding forestry and lifestyle blocks)

**REINZ Farm Price Index (excluding forestry and lifestyle blocks)



Return Advantage (continued)



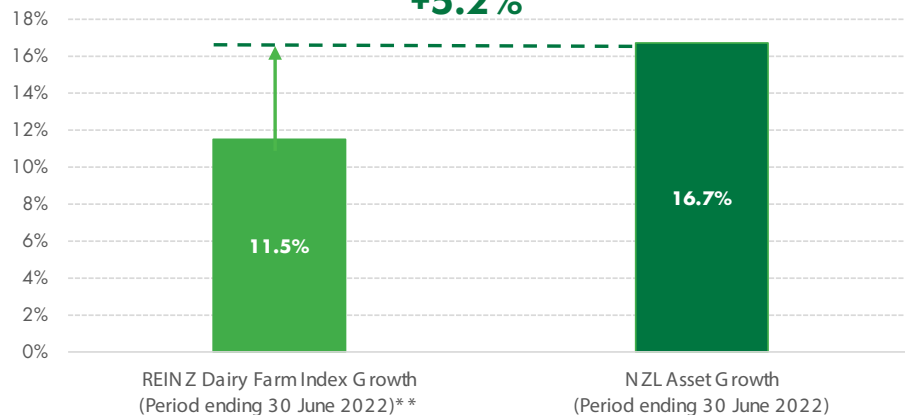
NZL is now an experienced and advantaged acquirer of rural land in New Zealand, its ability positions it well to continue to deliver above market returns.



NZL has a demonstrable track record of delivering above index returns based on its asset value growth.

NZL Portfolio Performance vs. Index 2022

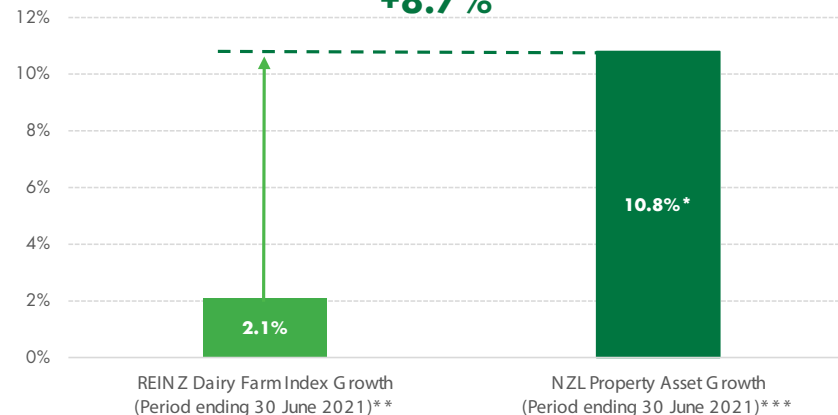
+5.2%



NZL's property assets increased in value by +16.7% to 30 June 2022 this was +5.2% higher than the +11.5% increase in the REINZ Dairy Farm Index over the same period.

NZL Portfolio Performance vs. Index 2021

+8.7%



NZL's property assets increased in value by +10.8% in the period from 21 December 2020 to 30 June 2021 +8.7% higher than the +2.1% increase in the REINZ Dairy Farm Index*.

*For the year ended 30 June 2021

**Source: REINZ Dairy Farm Price Index

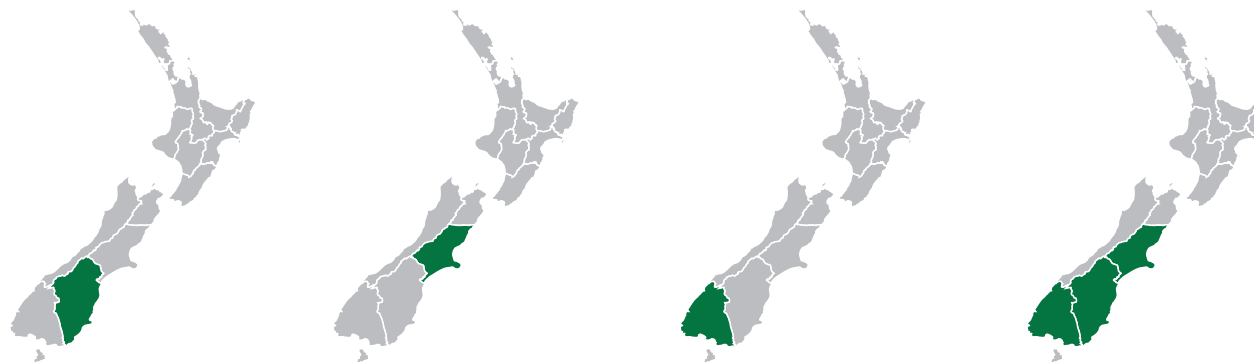
***Note: property assets exclude those properties under put/call arrangements

An aerial photograph of a lush green field, possibly a pasture, with a diagonal line running across it. The image is positioned on the left side of the page, partially obscured by a white diagonal shape.

SECTION 2

NZL PORTFOLIO OVERVIEW

NZL: Portfolio Overview



Region	OTAGO	CANTERBURY	SOUTHLAND	TOTAL
Land Area (ha)	3,991	6,333	1,386	11,710
Rural Asset Class	Pastoral Farms	Pastoral Farms	Pastoral Farms	Pastoral Farms
Current Use	Dairy	Dairy	Dairy	Dairy
WALT (years) ¹	8.8	9.4	9.4	9.2
# Tenants	2	3	3	7 ²
Occupancy	100%	100%	100%	100%

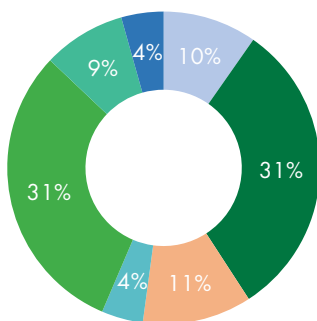
¹WALT is weighted by lease value.

²One of our tenants leases farms in both Canterbury and North Otago.

NZL: Tenant Concentration, Lease Profile & Lease Overview

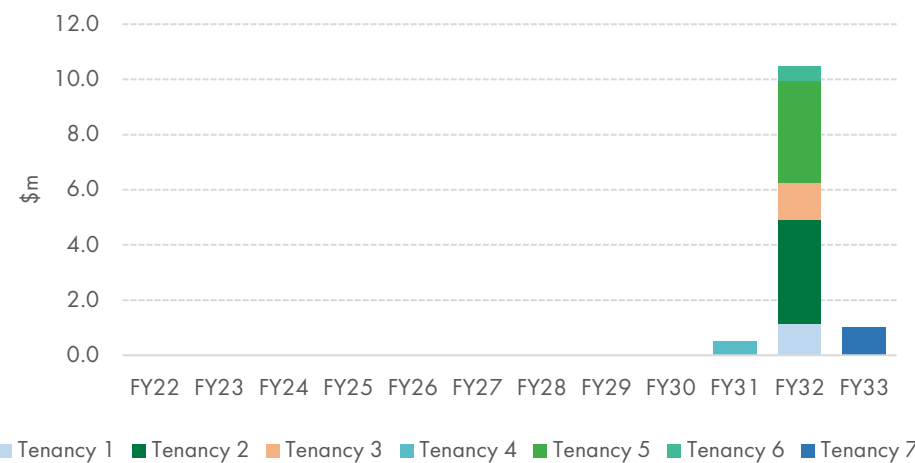
- 🌱 NZL expects tenant diversification to increase as it continues to grow its asset base.
- 🌱 NZL's Weighted Average Lease Term (WALT) is currently 9.2 years* (100% occupancy).
- 🌱 NZL's leases all have three, six and nine year **uncapped CPI increases** with tenant rights of renewal in years 10 or 11.
- 🌱 All leases are triple net leases, tenants are responsible for all repair and maintenance costs.

Tenant Concentration as % of Lease Value



■ Tenancy 1 ■ Tenancy 2 ■ Tenancy 3 ■ Tenancy 4 ■ Tenancy 5 ■ Tenancy 6 ■ Tenancy 7

Lease Expiry Profile by Value



* As at 20 January 2023



SECTION 3

NZL LATEST FINANCIALS & KEY METRICS

NZL: Results for Period Ending - 30 June 2022 (FY22)

\$289.0m

FY22 Total Assets

\$39.7m

FY22 NPAT

3.61cps**

FY22 Full Year Dividend

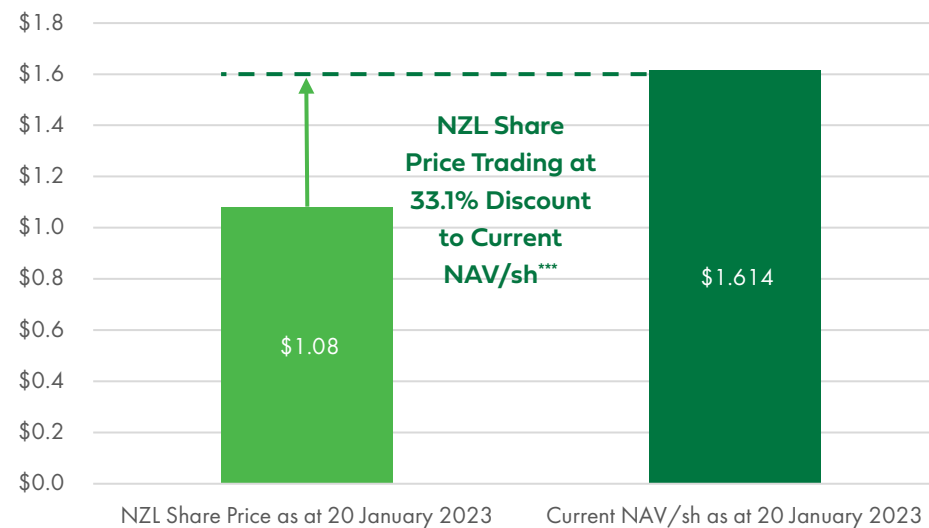
\$1.656

FY22 Net Asset Value per Share

+18.6%

FY22 Net Asset Value per Share Growth

NZL Share Price vs Current NAV Per Share (NAV/sh)



* This is ahead of 22 February 2022 AFFO guidance of \$4.2m for FY22

** This reflects the 16.3% increase in share count to 112,648,894 shares as at 30 June 2022. On an undiluted basis this is in line with our guidance (issued 2 June 2022) for a full year dividend of 4.20 cps.

***Based on a closing share price as at 20 January 2023 of \$1.08 with NAV/sh calculated using NZL's last audited net asset value as at 30 June 2022

NZL: FY22 Highlights

Substantial uplift to NAV demonstrating the quality of NZL's portfolio.



NAV Growth

Current NAV/sh is \$1.614. This compares to a Share Price of \$1.08 (20 January 2023), representing a 33.1% discount.



Asset and Portfolio Growth

NZL has total assets of \$298.8m, composed primarily of 11,710ha of premium rural land.

NZL made a further four acquisitions in FY22 totalling ~4,900ha of high quality rural land.

Independent valuations of NZL's acquisitions during FY22 show an increase in value of +26.2% (+\$23.5M) on purchase price.

NZL's residual portfolio (FY21 acquisitions) saw a further value increase of +10.3% (+\$14.1M) on top of the +10.8% (+\$13.4M) value increase in FY21.



FFO, AFFO & Dividends

Funds From Operations (FFO) and Adjusted Funds From Operations (AFFO) for the year were \$6.2m (5.52cps) and \$4.3m (3.81cps) respectively.

NZL will pay a final dividend of 1.60 cents per share (cps). This brings the total dividends for FY22 to 3.61 cps representing a 95% payout of FY22 AFFO, consistent with policy.



Total Returns

NZL generates returns for shareholders through a combination of dividends and asset value growth.

In FY22, NZL's NAV/sh increased by +18.6% from \$1.397 to \$1.656. NZL also paid an inaugural interim dividend of 2.01cps.

In FY21, NZL's NAV/sh increased +11.7% from \$1.250 to \$1.397.

NZL: FY22 Profit & Loss Statement

\$39.68m

FY22 NPAT

42.43cps

FY22 EPS

NZ\$000	30 June 2022	30 June 2021*	Variance
Gross Rental Income			
Rental Income	8,215	498	+7,717
Net Rental Income	8,215	498	+7,717
Less Overhead Costs			
Directors Fees	(217)	(170)	+47
Insurance	(80)	(31)	+49
Marketing Expenses	(1)	(125)	(124)
Management Fees	(632)	(99)	+533
Professional and Consulting Fees	(456)	(200)	+256
Performance Fee	(4,115)	(1,625)	+2,490
Other Expenses	(85)	(68)	+17
Total Overhead Costs	(5,586)	(2,318)	+3,268
Profit / (Loss) Before Net Finance Income, Other Income and Income Tax	2,629	(1,820)	+4,449
Finance Income	3,550	122	+3,428
Finance Expense	(2,408)	(234)	+2,174
Net Finance Income	1,142	(112)	+1,254
Profit / (Loss) Before Other Income and Income Tax	3,771	(1,932)	+5,703
Other Income			
Change in Fair Value of Investment Property	35,342	16,525	+18,817
Profit / (Loss) Before Tax	39,113	14,593	+24,520
Income Tax Expense	567	522	+45
Profit / (Loss) and Total Comprehensive Income for the Period	39,680	15,115	+24,565

*Period was 292 days from 11 September 2020 to 30 June 2021 due to NZL listing on the NZX on 21 December 2021



NZL: FY22 Current Balance Sheet

NZ\$000	30 June 2022	30 June 2021	Variance
Current Assets			
Cash and Cash Equivalents	1,004	20,496	(19,492)
Trade and Other Receivables	1,411	668	+743
Current Tax Receivable	10	23	(13)
Total Current Assets	2,425	21,187	(19,341)
Non-Current Assets			
Investment Property	264,899	137,678	+127,221
Loan receivable	18,554	5,475	+13,079
Deferred Tax Assets	1,089	522	+567
Derivative Assets	1,792	-	+1,792
Other Non-Current Assets	256	75	+181
Total Non-Current Assets	286,590	143,750	+142,840
Total Assets	289,015	164,937	+124,078
Current Liabilities			
Trade and Other Payables	923	308	+615
Income in Advance	579	-	+579
Other Current Liabilities	150	-	+150
Total Current Liabilities	1,652	308	+1,344
Non-Current Liabilities			
Borrowings	100,768	54,254	+46,514
Derivative Liabilities	-	121	(121)
Total Non-Current Liabilities	100,768	54,375	+46,393
Total Liabilities	102,420	54,683	+47,737
Net Assets	186,595	110,254	+76,341
Share Capital	129,632	93,514	+36,118
Share Based Payment Reserve	4,115	1,625	+2,490
Retained Earnings	52,848	15,115	+37,733
Total Equity	186,595	110,254	+76,341

NZL: FY22 Adjusted Funds From Operations (AFFO)

5.52cps

FY22 FFO

3.81cps

FY22 AFFO

3.61cps

FY22 Total Dividend

95%

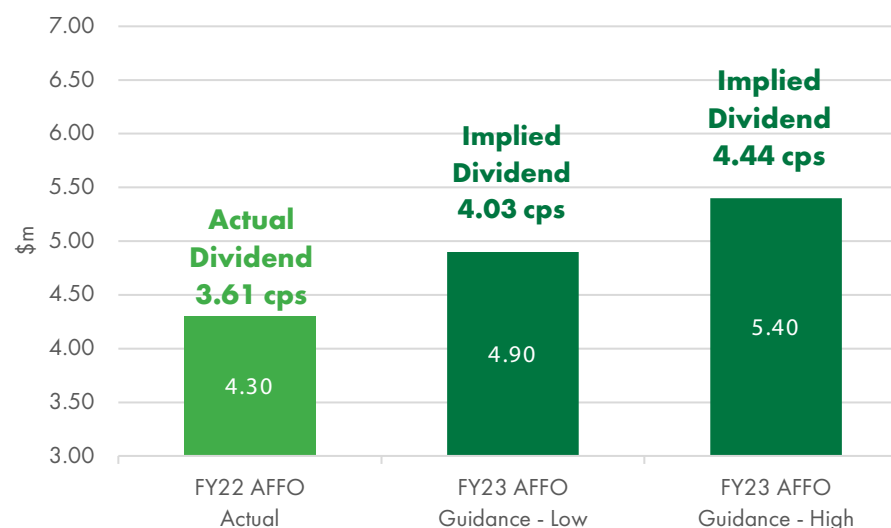
FY22 AFFO Payout Ratio

 NZL's policy is to pay 95% of AFFO as a twice-yearly dividend.

 NZL's total dividend for FY22 was 3.61 cents per share, a yield of 3.3%*.

 NZL FY23 guidance for AFFO is a range of \$4.9m - \$5.4m.


FY22 AFFO and FY23 Forecast AFFO Range (cps)

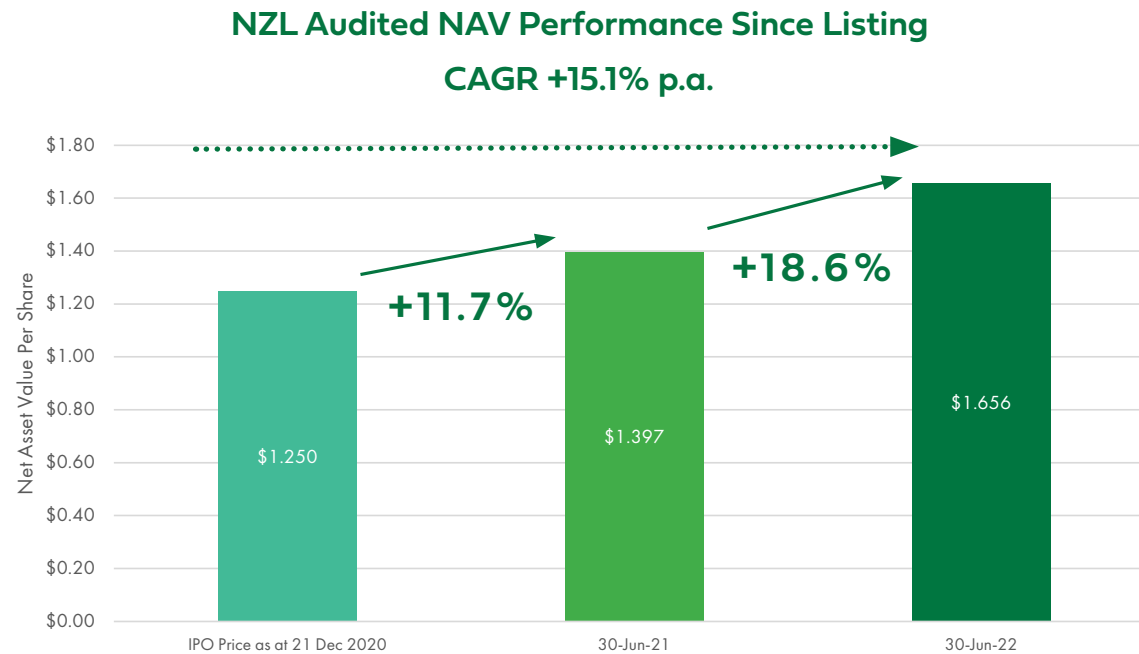


*Based on a share price of \$1.08 as of 20 January 2023

NZL: FY22 NAV/sh Performance


 NZL's audited NAV/sh increased +18.6% in FY22.

 Since listing on the NZX, 21 December 2020, NZL's audited NAV/sh has increased +15.1% (+\$0.203) per annum on average*.



*This NAV growth has been achieved alongside an expansion of capital base from 60,600,000 shares on issue at IPO to 112,648,894 on issue as at 30 June 2022.

NZL: FY22 Debt Summary

 NZL has hedging arrangements in place for 40% of its total borrowings at an average all in cost of 4.50%. NZL's remaining debt is borrowed on a floating rate (BKBM plus bank margins) and the average all in cost of NZL's floating debt as at 20 January 2023 was 6.35%.

36.2%*

Gearing**

5.6%*

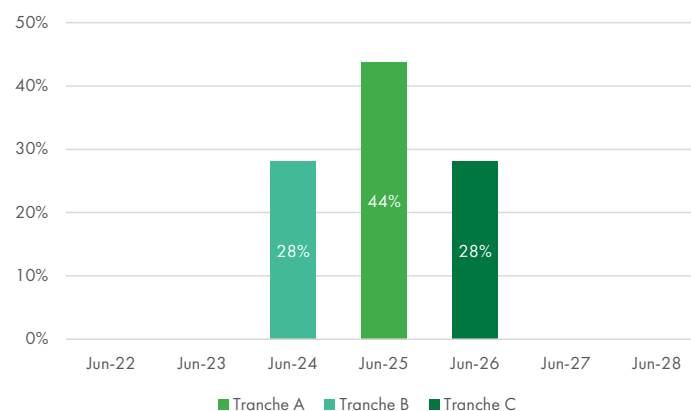
Weighted Average
Interest Cost

2.4 Years*

Weighted Average Term
to Expiry

Key Metrics	31 December 2021	30 June 2022
Debt Drawn (\$m)	88.5	100.8
Debt to Total Assets	38.5%	35.2%
Interest Coverage Ratio	3.5x	3.4x
Weighted Average Term to Expiry (Years)	2.8	2.8
Weighted Average Debt Cost	2.9%	4.7%
% of Debt Hedged	27%	40%*
Total Debt Facilities Available (\$m)	88.5	105.0

NZL Debt Facility Expiry Profile as at 30 June 2022



Key Banking Partner



* As at 20 January 2023






** Gearing is calculated as: finance debt / total tangible assets



SECTION 4

NZL OUTLOOK, OPERATIONAL UPDATE & SUMMARY

NZL Outlook Commentary


-  NZL has received preliminary independent valuations of its investment properties as at 31 December 2022. In aggregate, **the properties have increased in value by +0.9% (+\$2.46 million)*** which demonstrates both the resilience and quality of the rural land NZL holds in its portfolio.
-  NZL's rural land portfolio is further supported by leases incorporating regular, uncapped, CPI reviews. Accordingly, high inflation yields stronger than anticipated rental growth. Furthermore, NZL is insulated from inflation-impacted (and all other operational) on-farm costs by owning only the land.
-  From 1 July 2024, NZL will start to see the positive impact of rental growth with approximately 55% of the portfolio (by lease income) due for review. These reviews are CPI-indexed. CPI accumulated since the leases began (1 June 2021) totals +12.6% to 31 December 2022 and is forecast by the market to be in excess of 17% by 30 June 2024.
-  NZL has hedging arrangements in place for 40% of its total borrowings at an average all in cost of 4.50%**. NZL's remaining debt is borrowed on a floating rate (BKBM plus bank margins) and the average all in cost of NZL's floating debt as at 20 January 2023 is 6.35%. NZL's weighted average interest cost (fixed and floating) is currently 5.6%.
-  NZL continues to focus on broadening its share register. Currently, NZL's foreign ownership is ~22.4% as at 31 December 2022. The Board and Manager are focused on lifting this foreign ownership percentage in the year ahead and the European Roadshow is the first initiative in this regard in January/February 2023.


* Subject to final audit confirmation


** As at 20 January 2023

NZL Outlook: Creating a Diversified Rural Land Portfolio Over Time

Portfolio Construction:

 NZL's initial focus has been on acquiring New Zealand dairy properties.







 Intention is to expand focus to other New Zealand primary sectors, particularly as investment opportunities arise in horticulture, viticulture and forestry as well as sheep and beef.

 Subsector focus as at January 2023 is as follows:



As NZL grows it will continue to diversify its portfolio and tenants while delivering attractive risk-adjusted returns.

Target Rural Land Asset Classes:

Sector:	Description:	Timeframe:
 FORESTRY	NZ's environment provides for a wide variety of forestry and tree based carbon sequestration due to its natural advantages in soil, climate and rainfall.	First transaction announced
 DAIRY	NZ's environment suits dairy farming and has a lower cost of production, in an environment of growing demand.	Existing ownership
 GREEN ENERGY	A growing demand supported by supportive government policies and decreasing costs of renewable energy construction provides attractive alternative land use.	Near-term horizon
 POULTRY	Eggs are highly nutritious and relatively low cost food which New Zealand has a competitive advantage in producing, due to its suitability for free range and local production of feed, both of which have lower carbon footprints than more intensive operations.	Near-term horizon
 VITICULTURE	New Zealand's maritime climate, fertile soils and elongated geography allow for regional wine variations including Pinot Noir and Sauvignon Blanc. We believe forecast macro trends will provide for more favourable future acquisition pricing in the sector.	Medium-term horizon
 HORTICULTURE	New Zealand's climate and soil allows for the production of a range of high quality produce with Kiwifruit the largest crop. NZL considers that the sector is largely fully priced but continues to monitor opportunities as they arise.	Medium-term horizon

NZL: Operational Update (as at 20 January 2023)



Biodiversity & Carbon

NZL has undertaken studies and analysis to better understand carbon sequestration opportunities on marginal/non-productive land and areas suitable for increasing biodiversity.

Such initiatives if progressed would contribute to climate change mitigation, balance sheet/cash generation and biodiversity improvement.



Sustainability

NZL and its tenants share a vision of sustainable practices. These include practices that enhance the health and wellbeing of the natural environment, animals and communities connected to the land.

NZL is prioritising working with tenants who share these values.

Additionally, NZL and its tenants agree to binding sustainability pledges in every lease. NZL and its Tenants are currently implementing processes to measure these.



Infrastructure Efficiency

NZL is concluding investigations of projects to improve the efficiency of water and nutrient use on NZL properties.

Benefits of improved efficiency are anticipated to be: wetland rejuvenation; more controlled and targeted application of irrigation water leading to a reduction in leaching; and water quality improvement.

NZL Summary

 NZL provides investors with exposure to:



Favourable Industry Dynamics

Rising global demand for key commodities and food vs declining availability of productive land.

Increasing scarcity of productive land globally is mirrored in New Zealand.

New Zealand is one of the world's lowest-cost and lowest-carbon emitting producers of protein in the world.

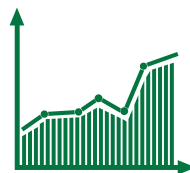


A Proven Value Add Acquirer of Land

Successfully acquired 11,710 hectares of dairy land over the past 18 months.

NAV per share increased from \$1.397 (30 June 2021) to \$1.656 on the back of revaluations as at 30 June 2022. This represents an annual increase in NAV of 18.6% and a two-year CAGR of 15.1%.

NAV growth has been achieved alongside an expansion to capital base from 60.6m shares on issue at IPO to ~112.6m shares on issue as at 30 June 2022.



Attractive Total Returns

Currently trading at a +33.1% discount to audited NAV as at 20 January 2023.*

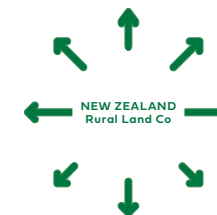
+6.6% CAGR for long-term farm price returns in New Zealand (25 years, 1996 - 2021).



High Quality Tenants with attractive WALT

All tenants have significant operating experience, strong balance sheets and robust governance frameworks.

9.2 year WALT (by value).



A Significant Growth Opportunity

NZL provides unique investment exposure as it is currently the only pure-play listed exposure to New Zealand rural land.

NZL provides inflation hedging and stable income via CPI-linked leases (uncapped).

NZL's strategy is to continue to grow its portfolio, both in dairy and other attractive agricultural opportunities, to ultimately provide scale and diversified exposure to high quality New Zealand rural land.

*Based on the closing share price of \$1.08 as at 20 January 2023



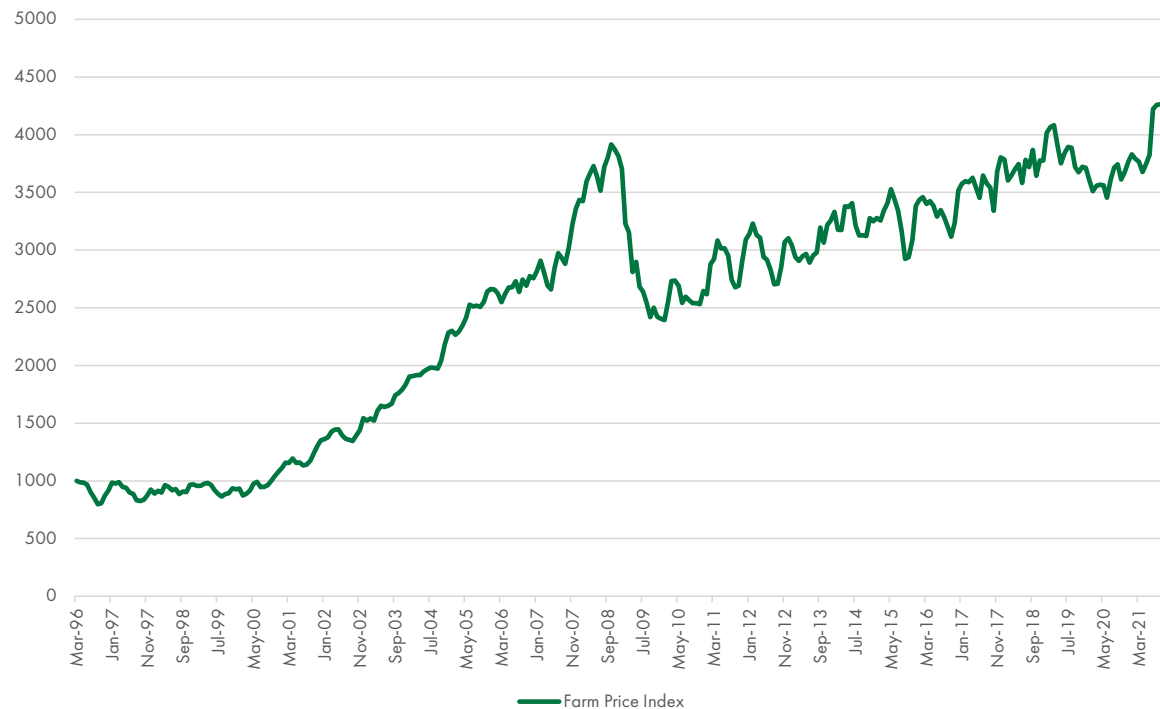
SECTION 5

NZL HISTORICAL RETURNS & GLOBAL PEERS (COMPARABLE COMPANIES)

New Zealand Rural Land Offers the Continued Prospect of Attractive Long Term Land Value Growth

- Since 1996 the value of rural land in New Zealand has grown considerably, with REINZ's Rural Land Price Index increasing at a CAGR of +6.6% per annum this is before operating or lease returns.
- NZL's leases all incorporate CPI adjustments. Currently NZL is writing leases in excess of +5% per annum.
- NZL believes New Zealand's rural land values will continue to grow over the long term driven by the increasing scarcity of productive land globally, especially the world's most carbon efficient land which offers the lowest cost production.

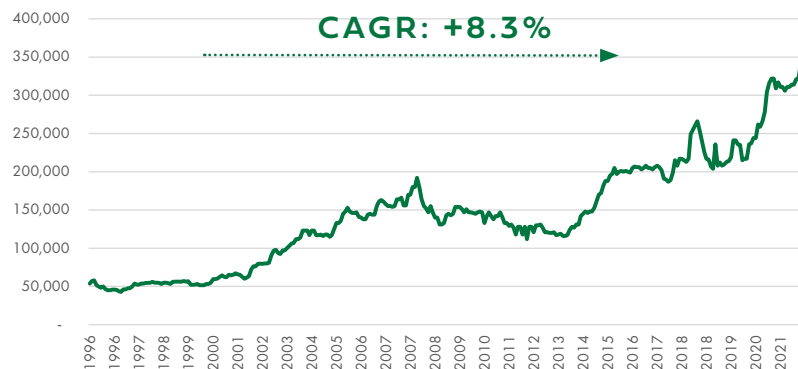
Long-Term New Zealand Farm Price Returns - LAND ONLY
CAGR: +6.6% p.a.



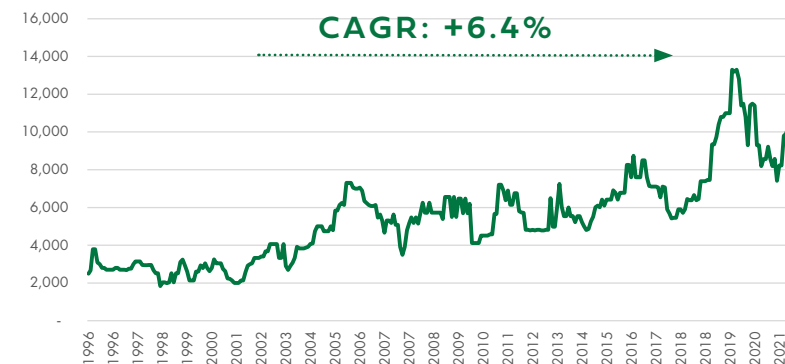
Source: REINZ Farm Price Index

New Zealand Rural Land Subsector Return History

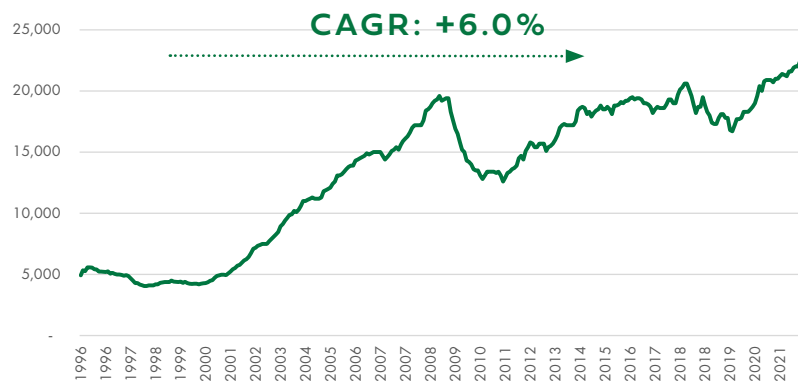
Horticulture Land



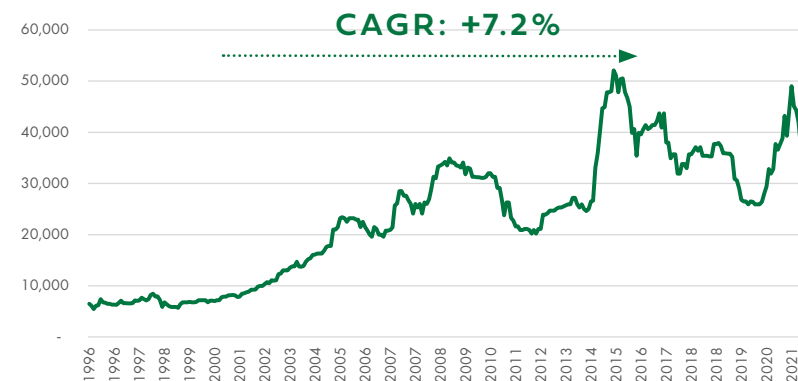
Forestry Land



Livestock Land



Arable Land



Global Peer Metrics vs. NZL

**New Zealand
Rural Land Co**
The Rural Land Investors

 **Rural
Funds
Management**

 **GLADSTONE LAND**

 **FARMLAND
PARTNERS**

Ownership Model	Net Asset Value	NAV per Share	Share Price	Premium/ (Discount) to NAV
Owns land only	\$186.60m	\$1.61	\$1.08	(33.09)%
Owns land and operations	\$975.54m	\$2.86	\$2.59	(10.04)%
Owns land only	\$1,469.53m	\$25.48	\$30.06	+18.00%
Owns land and has exposure to operating risks via crop sale income	\$909.22m	\$20.37	\$18.76	(0.53)%

Note: As at 20 January 2023. All figures in NZD

Global Peer Metrics vs. NZL

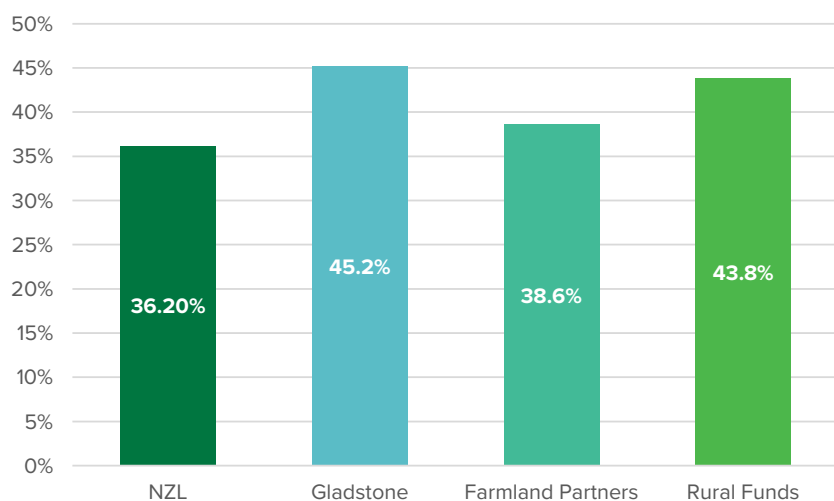
Market Capitalisation



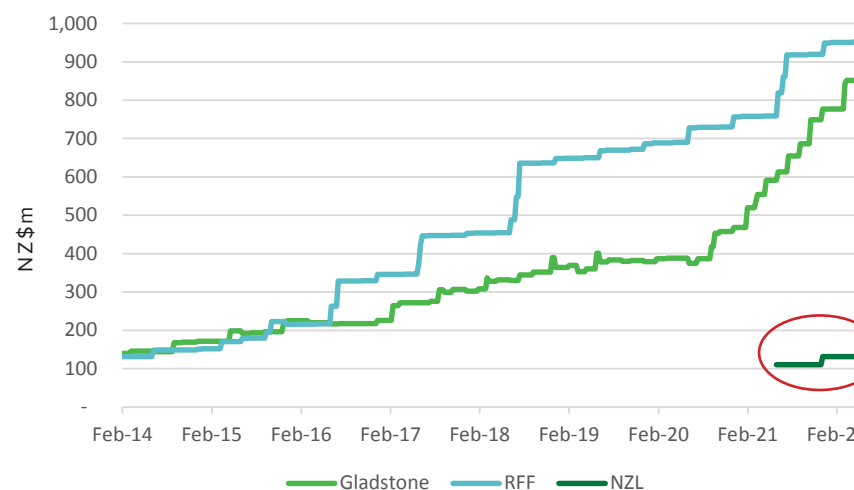
Dividend Yield



Gearing*



Net Asset Value



*Total assets divided by total debt
All data as at 23 January 2023

Rural Funds Group - ASX Listed



Rural Funds Group (RFF.ASX) is a real estate investment trust which owns a diversified portfolio of high quality Australian agricultural assets that are leased predominantly to corporate agricultural operators.

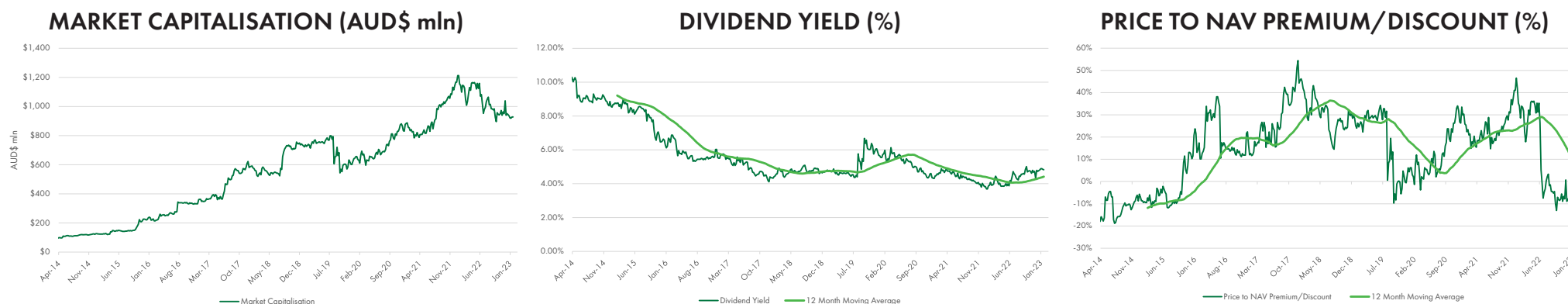
Revenues are primarily derived from long-term leases across five sectors: almonds, cattle, vineyards, cropping and macadamias.

RFF has a number of similarities to NZL including:

- Externally managed by Rural Funds Management (RFM);
- Triple net leases; and
- WALT of more than 9 years.

RFF participates in the development of orchards and in doing so assumes development risk. In contrast NZL does not participate in any development projects and actively avoids exposure to key risks including on farm, commodity price and environmental risk.

The charts below depict RFF's market capitalisation, dividend yield and price to NAV premium/discount:



- RFF's current market capitalisation is AUD\$928.4m (NZD\$987.7)*.
- From mid 2016 RFF's dividend yield has largely remained between 4% and 6% with its current yield being 4.8%.
- RFF traded at a discount to NAV from February 2014 until October 2016 then traded at a premium to NAV until recently.
- The sharp decrease in share price observed in June/July 2019 was the result of an American short seller publishing a report bringing into question the Company's financial performance. These claims were subsequently proved false and RFF was awarded compensation.

*As at 20 January 2023

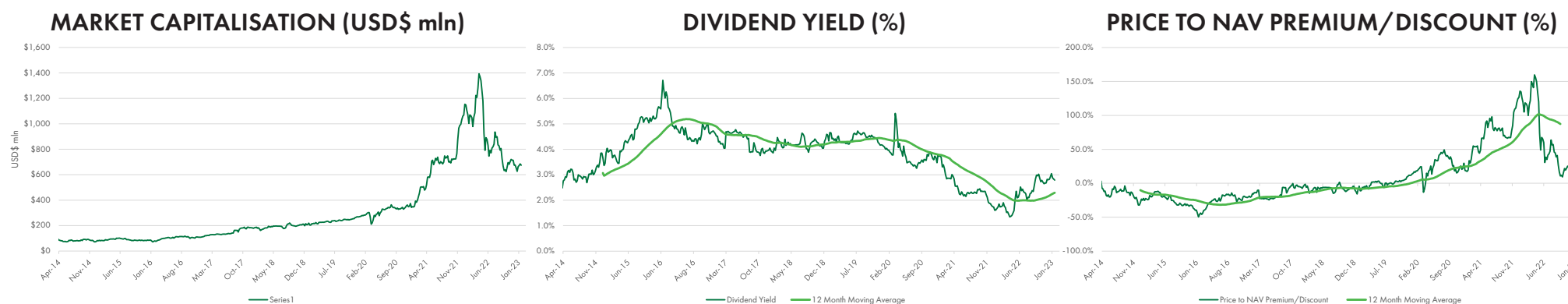
Gladstone Land Corporation - Nasdaq Listed



Gladstone Land (LAND.NASDAQ). Gladstone owns farmland in Arizona, California, Colorado, Delaware, Florida, Georgia, Maryland, Michigan, Nebraska, New Jersey, North Carolina, Oregon, South Carolina, Texas and Washington. As of 10 May 2022, the Company's portfolio had a total fair value of approximately USD\$1.5 billion.

- The Company owns 164 farms covering approximately 113,000 total acres (45,730 hectares);
- Gladstone acquires farmland that it rents to corporate and independent farmers on a triple-net lease basis;
- Gladstone's occupancy rate is 100.0%, with the Company's farms being leased to 86 different, unrelated third-party tenants growing over 60 different types of crops; and
- The weighted-average remaining lease term (excluding tenant renewal options) across Gladstone's agricultural real estate holdings is 6.5 years.

The charts below depict Gladstone's market capitalisation, dividend yield and price to NAV premium/discount:



- Gladstone's current market capitalisation is USD\$675.0m (NZD\$1,038.5)*.
- From mid 2016 Gladstone's dividend yield remained between 3.5% and 5% with the yield falling as the Company's share price increased rapidly from early 2021.
- Gladstone traded at a discount to NAV from December 2014 until April 2019 and has traded at a premium to NAV since.

*As at 20 January 2023

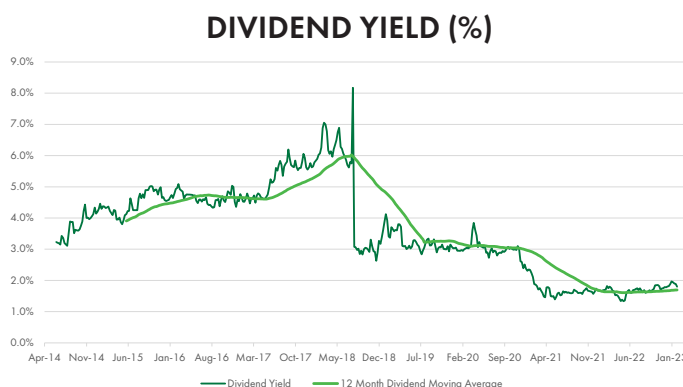
Farmland Partners - NYSE Listed



Farmland Partners Inc. (FPI.NYSE) is a publicly traded real estate investment trust (REIT) that manages and seeks to acquire both high-quality farmland and land with excellent agricultural development potential located throughout North America.

- The Company's primary goal is to align with top-quality operators in various parts of the United States in an effort to build a diverse portfolio of agricultural assets across the spectrum of crops. This diversification, combined with stable rental income generation and potential value appreciation, provides an attractive risk-adjusted return over time;
- Farmland Partners owns approximately 160,000 acres (~64,750 ha) in 17 states. This land is currently being farmed by over 100 tenants who grow 26 major commercial crops;
- The Company has a gross real estate book value of ~USD\$1.1b;
- Approximately 70% of Farmland's portfolio is used to grow primary crops like corn, soybeans, rice, wheat and cotton. The remaining 30% is used to produce specialty crops including nuts, citrus, berries and vegetables; and
- Farmland Partners also operates a loan programme for farmers, enabling them to finance acquisitions, working capital, operations, and other farming and agriculture related activities.

The charts below depict Farmland's market capitalisation, dividend yield and price to NAV premium/discount:



PRICE TO NAV PREMIUM/DISCOUNT (%)

Data Not Available

- Farmland's current market capitalisation is USD\$714.3m (NZD\$1,098.9)*.
- From July 2018 Farmland's dividend yield remained largely between 3.0% and 4.0% with the yield falling as the Company's share price increased rapidly in late 2020.
- Data on NAV per share is not readily available for Farmland Partners.

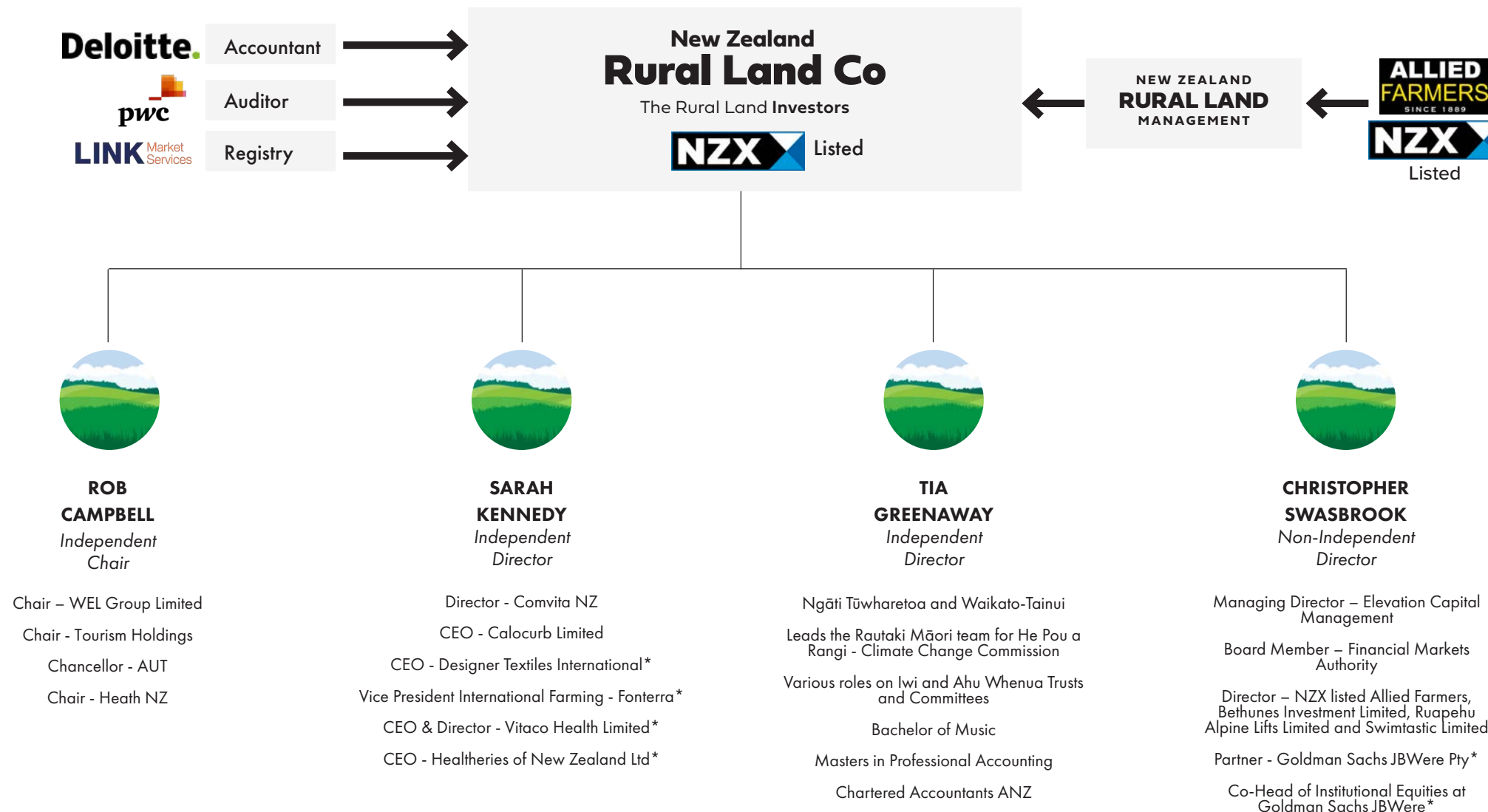
*As at 20 January 2023



APPENDIX 1

NZL COMPANY STRUCTURE & OWNERSHIP

NZL: Company Structure & Board as at 20 January 2023



* Denotes previously held role

**New Zealand Rural Land Management Limited (NZRLM) is currently 50% owned by NZX listed Allied Farmers. Soon to be 100% owned ~March 2023. (ALF.NZX)

NZL: Key People as at 20 January 2023



New Zealand Rural Land Co

The Rural Land Investors



ROB CAMPBELL

Independent Chair

Chair – EPA NZ
Chancellor - AUT
Chair - Health NZ
Chair - Ara Ake



SARAH KENNEDY

Independent Director

Director - Comvita NZ
CEO - Calocurb Limited
Previously CEO - Designer Textiles International
Previously Vice President International Farming - Fonterra
Previously CEO / Member of the Board of Directors - Vitaco Health Limited
Previously CEO - Healtheries of New Zealand Ltd



TIA GREENAWAY

Independent Director

Hailing from Ngāti Tūwharetoa and Waikato-Tainui
Leads the Rautaki Māori team for He Pou a Rangi - Climate Change Commission
Various roles on Iwi and Ahu Whenua Trusts and Committees
Bachelor of Music
Masters in Professional Accounting
Chartered Accountants ANZ



CHRISTOPHER SWASBROOK

Non-Independent Director

Managing Director – Elevation Capital Management Limited
Board Member – Financial Markets Authority
Director – Allied Farmers, Bethunes Investment Limited, Ruapehu Alpine Lifts Limited and Swintastic Limited
Previously a Partner of Goldman Sachs JBWere Pty Limited & Co-Head of Institutional Equities at Goldman Sachs JBWere (NZ) Limited



New Zealand Rural Land Management



SHELLEY RUHA

Director

Director - Heartland Bank
Director - Allied Farmers
Director - Icehouse
Director - 9 Spokes
Previously - BNZ Senior Management Team and leader of BNZ Partners



RICHARD MILSOM

Executive Director & Founder

Consultant - Elevation Capital Management Limited
CEO – Bellevue Enterprises Limited – Bovine & Porcine Genetic Improvement & Sustainable Pork Production Company
Director - W2 Dairies
INFINZ Emerging Leader 2017



XAVIER LYNCH

Corporate Development Manager

Executive, Corporate Finance - Bancorp Merchant Bankers
Senior Analyst, Corporate Finance - Deloitte New Zealand
Analyst - Todd Property Group
Investment Analyst - Crown Irrigation Investments Limited



CHRISTOPHER SWASBROOK

Founder & Consultant

See above.



HAYDEN DILLON

Founder & Consultant

Managing Partner Findex (Waikato) & Head of Agribusiness New Zealand for Findex.
Independent Director - Williams Holdings Limited
Independent Director - Aquila Sustainable Farms Limited and associated Limited Partner Farms.
Independent Director Rowing New Zealand.
Trustee - South Waikato Investment Fund
Chairman - Bioceta Limited
Previously - Senior Partner Bank Of New Zealand – Waikato
Previously - Corporate Relationship Manager Food Fibre & Beverage National Australia Bank - Melbourne
Fellow FINZIA



RURAL PROPERTY MANAGER

Rural Property Manager



RURAL VALUER

Independent Consultant



FARM CONSULTANT

Independent Consultant



AGRICULTURAL ENVIRONMENTAL SPECIALIST

Independent Consultant



NZL: Director & Manager Ownership Interests as at 20 January 2023



All Directors & Shareholders of the Manager are investors in NZL. As at 20 January 2023 these holdings total:

	# Shares
Clyde & Rena Holland	10,089,278
Elevation Capital Management Limited	7,285,998*
Allied Farmers	4,200,000
Christopher Swasbrook	2,853,958**
Rob Campbell	477,984
Richard Milsom	357,571
Hayden Dillon	272,023
Shelley Ruha	80,000
Sarah Kennedy	40,678
Tia Greenaway	6,102
Total	25,663,592
% of Total Shares on Issue ***	22.2%

* Elevation Capital Management Limited has clients that hold 7,285,998 shares. Elevation Capital Management Limited does not have discretion on these holdings.

** Elevation Capital Management Limited (Christopher Swasbrook) holds 752,458 NZL shares directly and has discretion (but a non-beneficial interest) for 2,101,500 shares.

***Total number of shares on issue is 115,601,570 as at 20 January 2023.

NZL: Foreign Ownership Rules & Levels as at 31 December 2022



New Zealand buyer

NZL is highly advantaged because it is a New Zealand buyer of rural land



Current Listed Company foreign ownership rules

Under the Overseas Investment Amendment Act 2021, NZL can have foreign domiciled shareholders of up to 49.9% of its share register (subject to certain share parcel restrictions). Private companies in NZ are limited to less than 25%.



Current NZL Foreign ownership

As at 31 December 2022, NZL had foreign domiciled shareholders amounting to ~22.4% of its share register.



APPENDIX 2

OUR SUSTAINABILITY PROGRAMME - “ENDURING LAND FOR LIFE”

To ensure long-term success, NZL is holistic in its approach to **sustainability**, safeguarding

Enduring Land for Life

Land is essential for life. It's the source of most of our food, it underpins half our export earnings and it supports families, iwi, jobs, companies and communities. Above all it is our place to stand.

It is also under threat. Productive land for agriculture is shrinking. In just two years, from 2017 - 2019, the land used for agriculture and horticulture in New Zealand decreased by 2A08,000 hectares.

When land is enduring, life is enduring: environmentally, socially and economically.

The New Zealand Rural Land Company is here to enable enduring land for life. We are building a portfolio of highly-productive land and partnering with skilled primary producers. We are enabling up-and-coming farmers to thrive as well as opening up ways for older farmers to unlock the value of their land before retirement.

We are setting exacting standards in our approach to land management, animal welfare, human resources and governance, ensuring the land we own and our farming partners of today will be safeguarded to support the producers of tomorrow.

*That's why we developed a commitment that sits at the core of our business approach. It's binding, written into our contractual relationship with our partners, and it ensures we become a positive, market-leading force for **exceptional land stewardship and sustainability**.*



Defining our Enduring Land for Life Programme

It's important we make smart decisions about how we use our land, what we use it for and how we take care of it.

Farms are complex natural systems where the performance of one component, such as sheep or dairy cattle, is influenced by others, including soil fertility, quality feed or the training, competence and morale of farm staff.

For us, enduring land for life is achieved through goals and actions in four connected areas: environmental, economic, social and animal welfare.

A fifth area, governance, ensures oversight and management of these goals in each on-farm area, and the monitoring and measurement of performance.

These goals and the specifics related to their achievement are included in our partnership agreements with our tenants.

As the land owners, NZ Rural Land Company believes smart decisions start with who we work with. The bar is high because our expectations are also high, but there is no shortage of quality candidates.

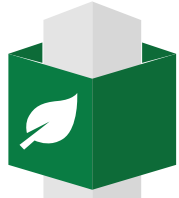
We are confident our farms are in safe hands, because the defining factors for enduring land for life are in place, practical, meaningful and measurable.

How it works



Enduring Land for Life: The Framework

Our multi-dimensional approach ensures **we are setting the standard in food and energy production**, building endurance and sustainability across five key areas: **Environmental** sustainability, **Economic** resilience, **Social** integrity, **Animal welfare** responsibility and **Governance**.



Environment

- ✓ Soil Health
- ✓ Water Quality
- ✓ Biodiversity
- ✓ Emissions reduction per unit of production

Protecting and enhancing the environment has a positive impact on the sustainability of our assets and our planet. Our environmental initiatives are focused on protecting and enhancing soil health, water quality and biodiversity, alongside reducing greenhouse gas emissions on a per-unit-of-production basis.



Economic

- ✓ Land Selection
- ✓ Partnering with tenants
- ✓ Creating a virtuous circle of growth, investment, job creation, community opportunities

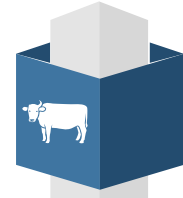
Economic success and prosperity is an essential part of sustainability: it ensures our long-term viability, enabling us to continue achieving our other sustainability aims. It's vital to motivate partners and their teams, to create opportunity, foster growth, reduce inequality, improve health, and increase investment in research and development. This long-term economic success is in turn dependent on the long-term health of our core asset: the land. A long-term view, long-term leases and careful selection of quality tenants creates a virtuous circle of growth, investment in innovation, creation of jobs and increased opportunities for the community.



Social

- ✓ Care of people
- ✓ Health and safety
- ✓ Warm, safe living conditions
- ✓ Enabling career and personal growth
- ✓ Fair pay

People are one of the most important elements of any business. We partner with tenants who prioritise the economic, career and personal growth of their people while providing safe, warm, and healthy work and living environments. We ensure this by careful selection of quality tenants committed to the wellbeing of their workforce.



Animal Welfare

- ✓ Five freedoms
- ✓ Prioritising animal wellbeing
- ✓ Nutrition and care
- ✓ Adequate shelter

Along with land, people and animals are an integral part of our ecosystem. Prioritising animal wellbeing has numerous positive outcomes, for the animals themselves as well as in economic prosperity. We and our partners take pride in their animal welfare practice, which prioritise good nutrition, adequate shelter, and care for their physical and psychological wellbeing.



Governance

Oversight and management of agreed goals; skills and commitment to Enduring Land for Life vision. Strength and diversity.

We know that the success of any strategy starts with the tone at the top, and NZL values strong and diverse governance. Having the right mix of skills and commitment ensures NZL has the capability and vision needed to achieve our mission.



APPENDIX 3

INDEX INCLUSIONS, BROKER RESEARCH COVERAGE & INVESTOR CONTACTS

NZL: Index Inclusions and Broker Research Coverage

Index Inclusions

FTSE Global Micro Cap Index



S&P / NZX All Real Estate Index

**S&P Dow Jones
Indices**
A Division of S&P Global

Broker Research Coverage



Kieran Carling

kieran.carling@craigsip.com

Nicholas Hill

nicholas.hill@craigsip.com



Arie Dekker

arie.dekker@jarden.co.nz



NZL: Investor Relations Contacts

NZL Investor Relations Contacts:

Christopher Swasbrook

chris@nzrlc.co.nz

+64 21 928 262

Level 4, The Blade

12 St Marks Road

Remuera

Auckland 1050

New Zealand

Richard Milsom

richard@nzrlm.co.nz

+64 21 274 2476

Level 4, The Blade

12 St Marks Road

Remuera

Auckland 1050

New Zealand





New Zealand Rural Land Co

The Rural Land Investors

New Zealand Rural Land Company
Level 4, 12 St Marks Road
Remuera
Auckland 1050
New Zealand

+64 9 379 6493

info@nzrlc.co.nz

www.nzrlc.co.nz

 nzrlc

 nzrlc

listed on:

