

MyLand has completed both a Series B and already supported many paying clients. Prior valuations had limited access to the true intangible value of the organization, and no access to monetize that intangible value given the uncertainty in the voluntary carbon market (VCM) and lack of significant options for the other intangible values impacted by MyLand’s work. Given recent growth in test sites and uncertainty in their reach over the coming years, the following Hu valuation is based upon a range of hypothetical numbers of acres served in a given year. Using the number of acres per Hu estimate equal to 0.637 as presented above, the following table provides the predicted Hu generated by MyLand per year as a function of acres servicing:

Number of Acres	Hu per year	Hu Value Low [1]	Hu Value High [2]
10,000	15,699	\$1,051,805	\$23,422,292
14,000	21,978	\$1,472,527	\$32,791,209
30,000	47,096	\$3,255,416	\$70,266,876
100,000	156,986	\$10,518,033	\$234,222,920
300,000	470,958	\$31,554,160	\$702,668,760
1,000,000	1,569,859	\$105,180,534	\$2,342,229,199

[1] Low value is based on the EGDM auction data from 2023, resulting in a Hu valuation of \$67 per Hu

[2] High value is based on a 2024 Q1 EU ETS carbon price estimate of \$1492 per Hu

Estimation Valuation and Uncertainties

The above indicates MyLand is producing significantly higher value than if it were modelled using traditional means. At the same time, this analysis does not even account for benefits like reduced risk of livelihood loss afforded through reduced dependency on traditional farm inputs and increases in revenue. However, since these are potential benefits, it is worth comparing the above value against these costs where possible.

For example, optimized soil should reduce the need for traditional inputs. When looking at the direct inputs cost for corn and soybeans in 2024, these are expected to range from \$259 to \$505 per acre.³ When looking at the line above that is associated with servicing 30,000 acres, these direct input costs alone would range from \$7.4M to \$15.1M, which is more than double the lower boundary estimate.

Opportunities for Improvement

³ <https://www.farmersadvance.com/story/news/2023/11/16/2024-crop-budgets-are-now-available-for-corn-and-soybean-budgets/71608226007/>

