



# ANDERSEN®



Farmland  
& Timberland  
Investing in  
Uruguay



## Farmland and Timberland Investing in Uruguay





# Advantages of Investing in Farmland

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## Advantages of Investing in Farmland

- Increasing global demand for food
- Consistent long-term appreciation
- Annual cash return
- Non-volatile asset
- Store of value



# WHY URUGUAY

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## Investor-Friendly Country

- Foreign and local investors treated equally
- No limitations to ownership by foreign buyers
- No currency exchange controls or forced conversion
- Foreign currency can be used: Dollars, Euros, etc.
- No restrictions or taxes when transferring money into, or out of the country (repatriation of capital)

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## Stability and Safety

- Latin America's safest country
- Tops rankings in political and economic stability
- Tops rankings in transparency and lack of corruption
- No social turmoil: existence of middle class and Latin America's lowest income gap
- Solid legal system with strong reputation for respect of contracts and private property



# Why Farmland in Uruguay



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## Advantage # 1: Uruguay's Suitability

- Non-degraded soil
- Even rainfall year-round
- World's largest aquifer beneath region
- Temperate climate
- Two crops per year (over long run: 1.7)
- Competitive producer
- No government intervention in the market
- Developed land rental market

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## Uruguay: A Global Player

- 6<sup>th</sup> exporter of soybeans
- 5<sup>th</sup> exporter of dairy products
- 4<sup>th</sup> exporter of rice
- 5% of global beef exports ... Plus Uruguay is the only country in the world with 100% traceability of its herd

**A country of 3 million feeding 40 million people**

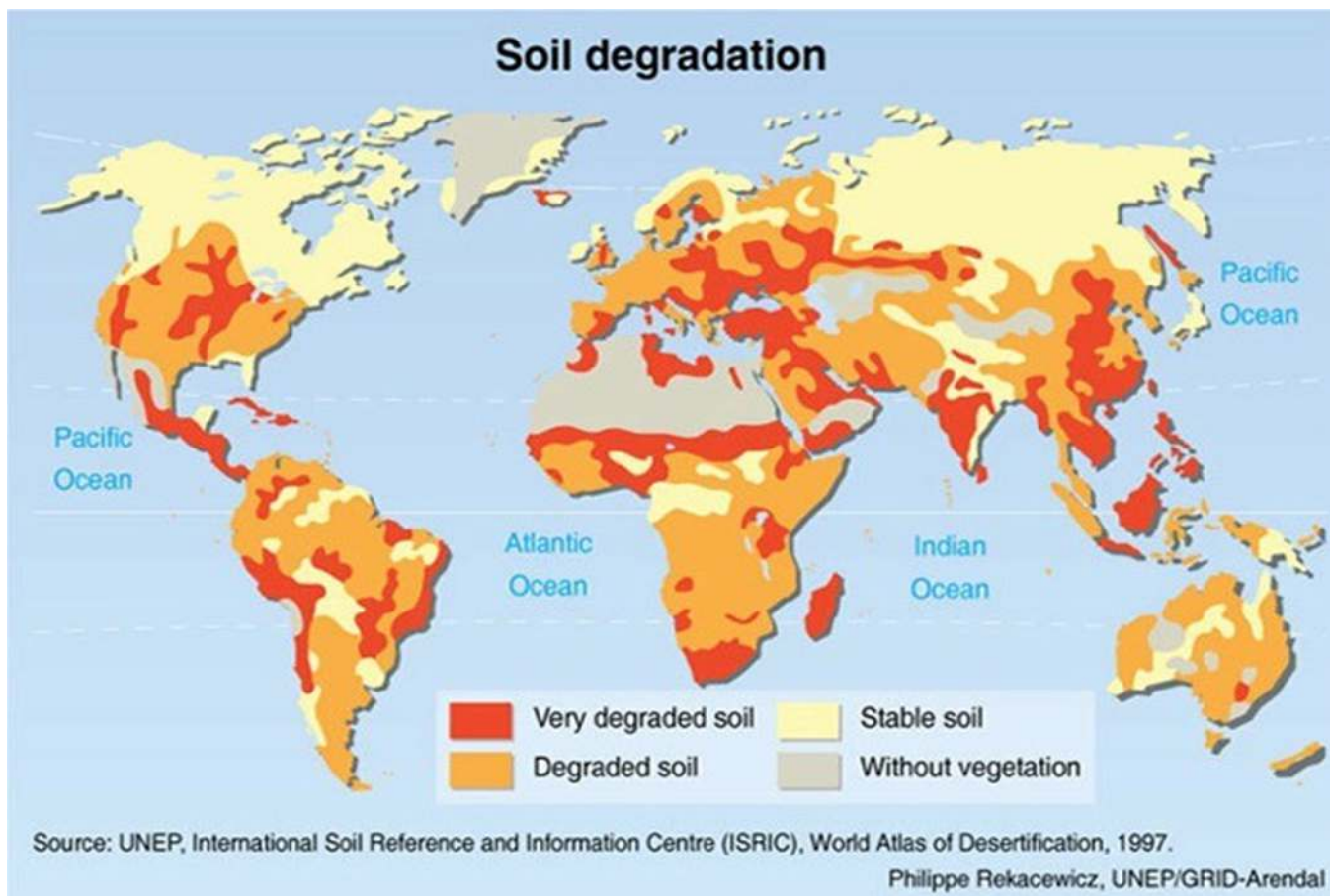
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## Plus: One of the World's Best Places for Forestry

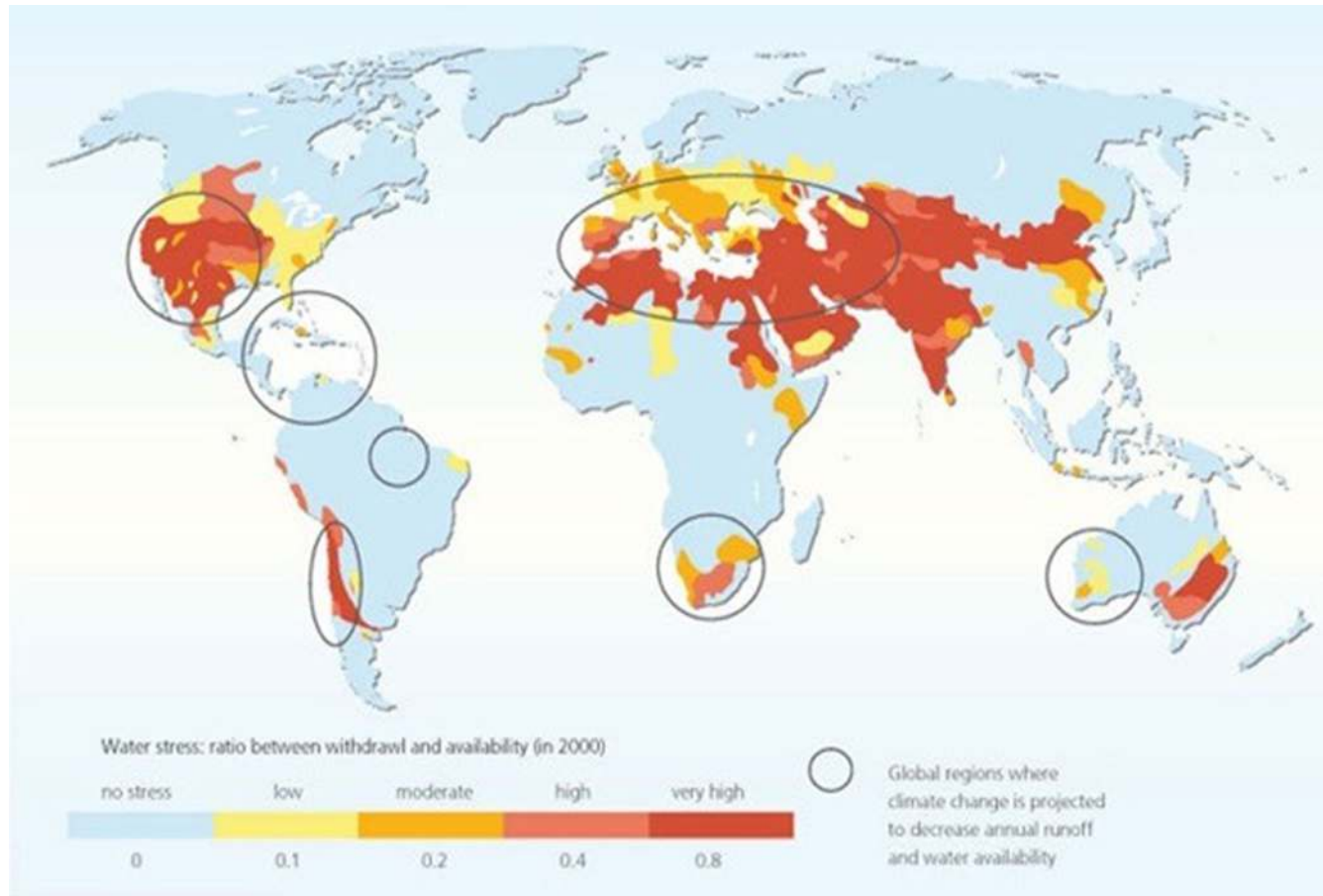
- Fastest growth rate of eucalyptus, due to soil, climate and water availability: 8-10 year cycles
- World's highest FSC certification: 85% of forests
- In 2006 UPM (Finland) and in 2010 Stora Enso (Sweden) built the world's largest and newest pulp mills....and in 2019 UPM launched a new one:



## Global soil degradation, and where Uruguay stands



## Global water shortage and where Uruguay stands



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## Advantage # 2: Turnkey, Easy Investment

Most investors choose to:

- Outsource management of the operation to a farm management firm, which handles all aspects of the business (expertise is widespread and available); or
- Lease out the land (there is a very liquid rental market available).

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## Advantage # 3: Transparent Market for Land

- The country is mapped, with soil types classified according to their productivity
- Each type of soil is has a productivity index (“CONEAT” index)
- The map is available online
- Thus, land productivity is verifiable



# The Online “CONEAT” Productivity Index



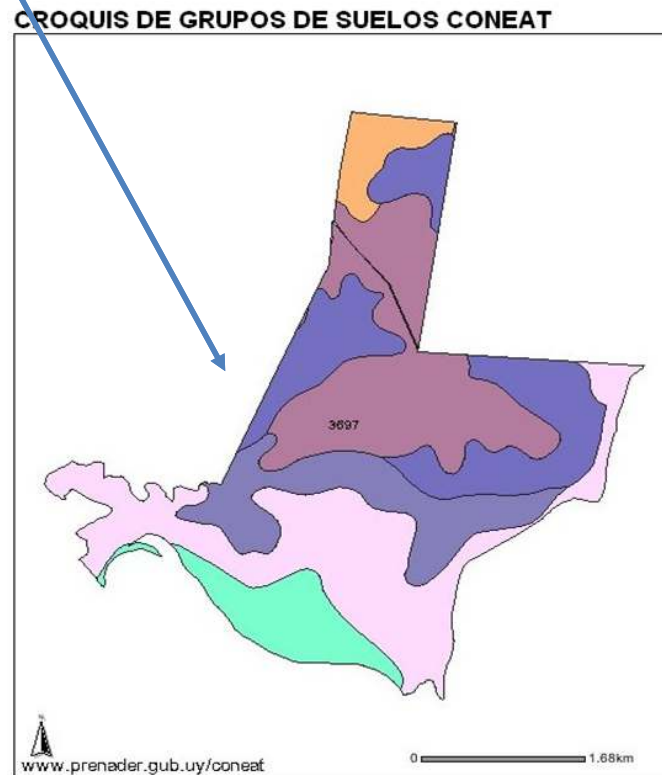
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## The Online “CONEAT” System

- Type <http://web.renare.gub.uy/sl/coneat/>
- Plug in the property number(s)
- The system will show the specific property's:
  - ✓ location and water resources (rivers, creeks, lakes)
  - ✓ detailed soil map, with soil types in different colors, and the percentage of each soil type description of each soil type
  - ✓ the productivity index of each soil type (“CONEAT” index)
  - ✓ the average “CONEAT” index for the whole property

# The Online CONEAT System: Example

Map of the property, with different soil types



Location of the property

Waterresources



Suelos		
10.8a	10.8b	03.10
03.3	03.2	09.4

Average CONEAT index for the property

DEPARTAMENTO	NRO. PADRON	SECC. JUDICIAL	SUP. CATASTRAL (Has.)	IND. PROD.
San Jose	3697	2	1143.3621	113

Property number

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## Advantages of the CONEAT System

- It allows anyone to verify the productivity potential of a property in Uruguay
- It provides a tool to determine uses for a specific farm
- The CONEAT index of a property correlates with the price of the land. The market is thus very transparent: it is easy to compare properties and determine their fair value

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## Types of Land in Uruguay

- Agriculture (soybeans, wheat, rice, etc.)
- Cattle/sheep ranches, dairy farms
- Forestry: eucalyptus, pine
- Vineyards / olives / blueberries
- Oceanside rural land for development

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## Uruguay's Most Attractive Options

### **Agriculture: Soy, Wheat, Corn**

- ▶ Global player, among leading exporters

### **Cattle: Angus, Hereford**

- ▶ Top quality
- ▶ 100% Traceability
- ▶ 5% of world beef exports

### **Forestry: Eucalyptus, Pine**

- ▶ World's two largest paper mills
- ▶ World's highest FSC certification













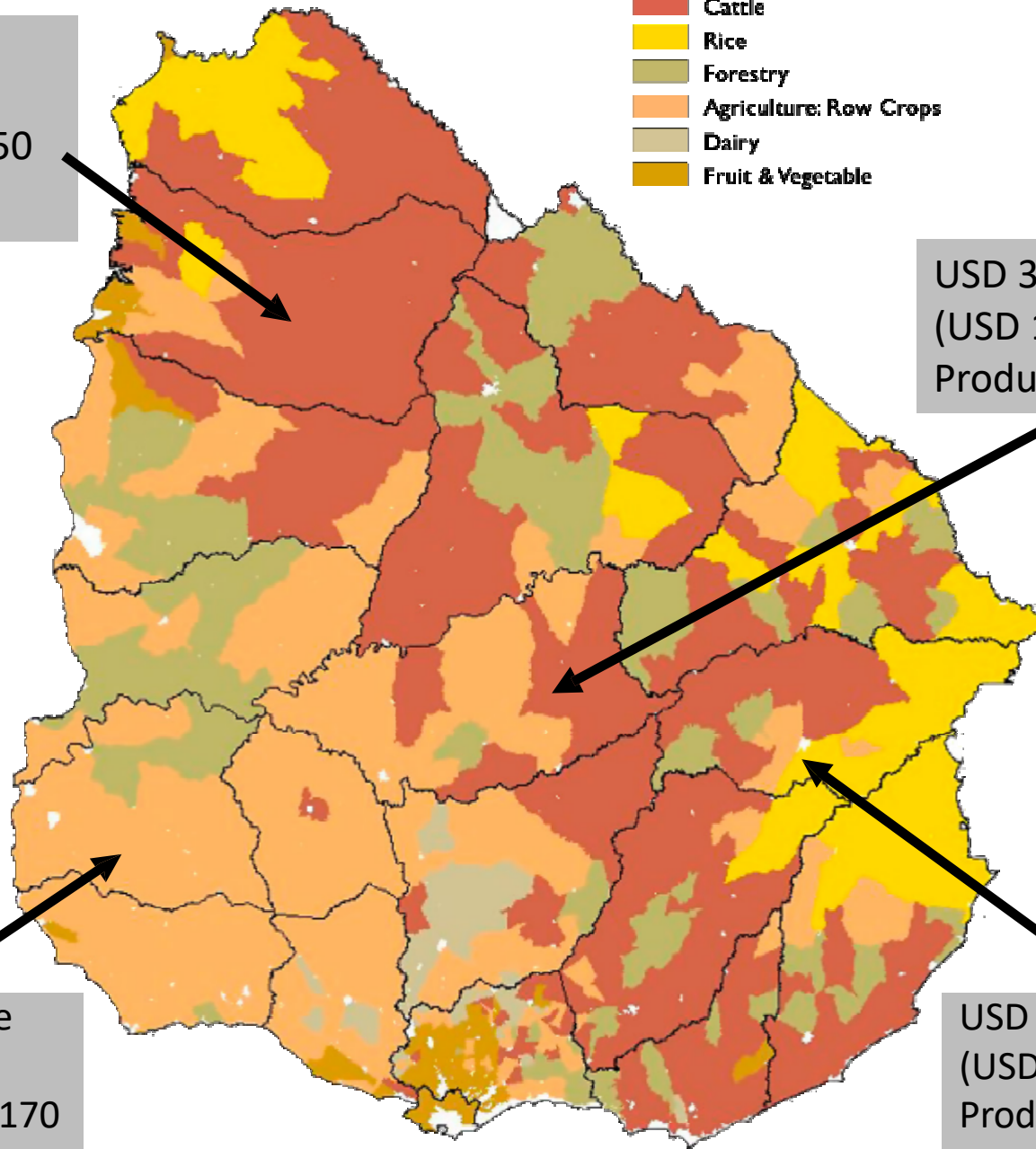


# The Price of Land

USD 1500/Hectare  
(USD 607 /acre)  
Productivity Index : 50

- LAND USE
- Cattle
  - Rice
  - Forestry
  - Agriculture: Row Crops
  - Dairy
  - Fruit & Vegetable

USD 3,300 /Hectare  
(USD 1,330 /acre)  
Productivity Index: 100



USD 7,500 / hectare  
(USD 3,100 / acre)  
Productivity Index: 170

USD 2,700 / hectare  
(USD 1,100 / acre)  
Productivity Index: 80



# Taxes in Farming

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## Farming has favorable tax treatment in Uruguay:

- **Income tax:**
  - Flat 25% income tax rate, levied on net income
  - For small farms, the rate is lower: farms with gross income below USD 250,000 per year have a capped tax amount of USD 5,125 (IMEBA system, which taxes sales –at 0 to 2%- instead of net income).
  - Certain timber operations qualify for tax breaks
- **Low property taxes: average is 0.2% \***

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# Our Services

**We are a full-service Law and Tax Firm, with a specialized division assisting overseas farmland investors, both institutional and individual.**

- **Our Farmland investment advisory unit assists with:**
  - Sourcing farmland according to client needs/preferences
  - Structuring purchases
  - Organizing corporate structures, setting up ongoing farm management
- **Our Legal and Tax Services include:**
  - Conveyance / Legal Assistance in the Purchase Process
  - Tax and Accounting Support
  - International Taxation
  - Company Incorporation
  - Legal Services in general (contractual, corporate, labor)



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