

Collateral Valuation and Security Standards

At LANDE Poland, our secured lending model is built around one core principle: every loan must be backed by tangible, verifiable, and properly assessed collateral.

Our primary form of security is mortgage-backed collateral, with a strong focus on agricultural land and real estate assets. We apply a conservative valuation methodology designed to ensure transparency, consistency, and long-term investor protection.

Agricultural Land Valuation

For agricultural land, collateral values are assessed using publicly available market data published by the Statistics Poland (Główny Urząd Statystyczny – GUS). Link to the statistics: [Average land prices according to the Central Statistical Office - Agency for Restructuring and Modernization of Agriculture - Portal Gov.pl](#)

Valuations are based on:

- regional market data by voivodeship,
- land classification and soil quality classes,
- officially reported transaction benchmarks.

This approach allows us to:

- apply standardized and objective valuation principles,
- avoid overly optimistic market assumptions,
- maintain consistency across the portfolio.

By relying on established statistical data rather than speculative estimates, we aim to build a more conservative and resilient collateral framework.

Buildings and Real Estate Improvements

For farm buildings, residential properties, and other real estate improvements, collateral values are determined based on:

- independent appraisal reports (operat szacunkowy), or
- expert assessments prepared by specialized external valuation firms with whom we cooperate.

Where additional verification is required, we commission external property experts to conduct:

- technical condition assessments,
- market value analysis,
- collateral liquidity evaluation.

This multi-layered approach helps ensure that collateral reflects realistic market conditions and remains enforceable in practice.

Conservative Security Approach

Collateral quality is a central component of our risk management framework. However, we recognize that effective secured lending depends not only on asset value, but also on prudent valuation practices and enforceability.

For this reason, we combine:

- conservative collateral valuation,
- legally registered mortgage security,
- and additional enforcement mechanisms,

to create multiple layers of investor protection.