



INTERNATIONAL  
**LAND ALLIANCE**



Investor Presentation  
January 1, 2024

**OTCQB: ILAL**

# Forward Looking Statements

The presentation may include certain statements that are not descriptions of historical facts but are forward-looking statements within the meaning of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934. These forward-looking statements may include the description of our plans and objectives for future operations, assumptions underlying such plans and objectives, and other forward-looking terminology such as "may," "expects," "believes," "anticipates," "intends," "projects," or similar terms, variations of such terms or the negative of such terms. There are a number of risks and uncertainties that could cause actual results to differ materially from the forward-looking statements made herein. Such information is based upon various assumptions made by, and expectations of our management that were reasonable when made but may prove to be incorrect. All of such assumptions are inherently subject to significant economic and competitive uncertainties and contingencies beyond our control and upon assumptions with respect to future business decisions, which are subject to change. Accordingly, there can be no assurance that actual results will meet expectations, and actual results may vary (perhaps materially) from certain of the results anticipated herein.

# Corporate Overview

**(2013)** International Land Alliance, Inc. (the “Company”) was incorporated under the laws of the State of Wyoming on September 26, 2013, with a wholly-owned Mexico subsidiary, International Land Alliance, S.A. de C.V., with two properties – Oasis Park Resort and Valle Divino Resort. The Company is a residential land development company with target properties located in the Baja California, Northern region of Mexico, one of the world's most popular tourism, residential, and retirement destinations. The Company’s principal activities are purchasing properties, obtaining zoning and other entitlements required to subdivide the properties into residential and commercial building plots, securing financing for the purchase of the plots, improving the properties’ infrastructure and amenities, and selling the plots to homebuyers, retirees, investors, and commercial developers.

**(2019)** In Q1 of 2019, the Company went public through a self-underwritten S-1 Registration Statement with the U.S. Securities and Exchange Commission and a direct listing on the OTCQB under the trading symbol “ILAL.” In Q1 of 2019, the Company acquired real property located in Hemet, California – just outside the Temecula Wine Country, which included approximately 80 acres of land and two structures for \$1.1 million. The property includes the main parcel of land with existing structures along with three additional parcels of land, which are vacant lots to be used for the purpose of land development, now known as the Emerald Grove Estates.



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## International Land Alliance

OTCQB: ILAL

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Share Price <sup>1</sup>	\$0.10
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Market Cap <sup>1</sup>	\$7.7M
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Shares Outstanding <sup>2</sup>	77M
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Float <sup>2</sup>	15.0M
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Insider Holdings <sup>2</sup>	54%
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Headquarters	San Diego, CA
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1. As of January 2024

2. As of January 2024

# Corporate Overview



In Q3 of 2019, the Company acquired one acre of land at the Bajamar Ocean Front Golf Resort in Ensenada, Baja California, now known as the Plaza Bajamar, with plans and permits to build 80 single-family homes.

**(2021)** In Q2 2021, the Company acquired a 25% interest in Rancho Costa Verde Development, LLC (“RCVD”). RCVD is a successful developer of a 1,100-acre, 1,200-lot master planned community in Baja California, located roughly eight (8) km north of ILA’s Oasis Park Resort. The Company engaged the co-founder of RCVD, Frank Ingrande, as CEO of the Company.

In Q3 of 2021, the Company entered into a securities purchase agreement with an institutional investor for gross proceeds of \$2.0M. H.C. Wainwright & Co. served as the Company’s exclusive placement agent in connection with the private placement.

The Company used the net proceeds to accelerate development at each of its communities, including infrastructure and the building of clubhouses and model homes.

**(2023)** In Q1 of 2023, the Company acquired the remaining 75% for a total contractual consideration of \$13.5 million. They engaged the other two co-founders of RCVD, Michael Cresci and Rob Rios, as V.P. Marketing and V.P. Sales.

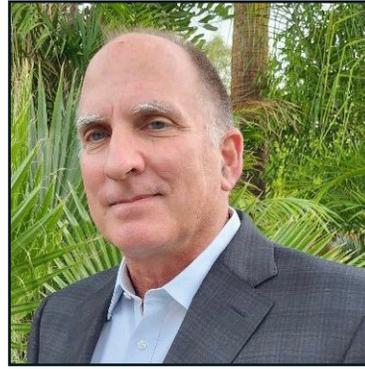
1. As of December 2023
2. As of December 2023

# Management



**Roberto Jesus Valdes**  
**Chairman and Co-Founder**

Mr. Valdes is the Co-founder of International Land Alliance, 2013. Prior to joining ILA, Mr. Valdes was the primary owner and director of Grupo Valcas since 2009. He was responsible for the preliminary master plan, Valle de Jatay, Ensenada, 2010; the master developer of Rancho Tecate Resort and Divino Fractional Wine Resort. He was on the Board of Directors, DUBCSA – Bajamar Ocean Front Resort Master Developer



**Frank A. Ingrande**  
**CEO and President**

Mr. Ingrande is the Co-founder of Rancho Costa Verde Development, 2008. Prior, he was VP at El Dorado Ranch, which had 10,000 home site sales and 3,000+ homes built. He is a native San Diego resident with over 30 years of experience in the second-home industry and more than 20 years in the second-home market in Mexico. Mr. Ingrande has direct experience in acquiring, developing, and marketing real estate in Mexico. His educational background includes a Bachelor of Business Administration degree and a Master of Business Administration degree with an emphasis in Entrepreneurship and International Business from the University of San Diego. Mr. Ingrande holds a California Real Estate Salesperson License.



**Jason Sunstein**  
**CFO and Co-Founder**

Mr. Sunstein is the Co-founder of International Land Alliance, 2013. He has over 25 years of finance, mergers and acquisitions and general management experience. Since 1989, he has participated in a broad variety of both domestic and international structured investments and financings, ranging from debt and preferred stock to equity and developmental capital across a wide variety of infrastructure and corporate financings and has been involved in numerous start-ups, turnarounds and public companies. He has also been a director of several public and private companies.

# Management



**Michael A. Cresci**  
**Vice President of Sales**

Mr. Cresci has over 40 years of experience in sales and marketing management of master-planned communities and over 15 years of recent experience with master-planned communities in Baja California, Mexico. Mr. Cresci is co-founder and president of R-MAC, which produced over \$500,000,000 in real estate sales volume within ten years at El Dorado Ranch in Baja, California. Mr. Cresci's educational background includes a Bachelor of Marketing and Finance degree from the University of San Francisco. Mr. Cresci holds a California Real Estate Salesperson License, a Nevada Real Estate Broker License, and an Arizona Real Estate Broker License.



**Robert R. Rios**  
**Vice President of Marketing**

Mr. Rios has over 30 years of experience in sales and marketing management of master-planned communities and over 15 years of recent experience with master-planned communities in Baja California, Mexico. Mr. Rios is co-founder and executive vice-president of R-MAC, which produced over \$500,000,000 real estate sales volume within ten years at El Dorado Ranch in Baja, California. Mr. Rios is an accomplished public speaker and real estate sales trainer. Mr. Rios holds a California Real Estate Salesperson License, a Nevada Real Estate Broker License, and an Arizona Real Estate Broker License.

# ILA Board of Directors

**Roberto Jesus Valdes**

**Chairman and Co-Founder**

**Jason Sunstein**

**CFO, Co-Founder and Director**

**3 Outside Board Members**

**TBD**



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# Company Overview



- ❖ Residential Real Estate Developer in Northern Baja using a **proven novel sales approach**
- ❖ **Mexican roots** and know-how in selecting and developing perfect land parcels
- ❖ Affordable **quality-built homes** in planned communities -
  - All Properties** – located in scenic locations with natural amenities and in close proximity to the ocean
  - Local Amenities** – Restaurants, hiking and walking trails, wineries, sport fishing, and off-roading.
  - Development Amenities** – Club House, swimming pools, pickleball, golf, volleyball, bocci ball, tennis, outdoor kitchen and firepits
- ❖ Sales platform **bajabeachsidebrokers.com** for ease of marketing and lead generation
- ❖ Balance Sheet – **\$9.0M Net Equity** at 12/31/23

1. As of December 2023  
2. As of December 2023



# Market Overview: Mexico

- ✓ **Mexico is the 2<sup>nd</sup> <sup>1</sup> most visited country in the world. The top travel destination for Americans in 2019, with nearly 40 million visits!**
- ✓ **More U.S. and Canadian expats live in Mexico than any place else in the world, 1.6 million with a growth of 59.4% from 2010-2023.<sup>2</sup>**
- ✓ **1.5 million Americans own a property in Mexico.**
- ✓ **The medical tourism industry is emerging, with 1.2 million visits per year.**
- ✓ **Trend is expected to grow with 10,000 baby boomers in the U.S. reaching the age of 65 every day for the next 19 years thanks to vibrant culture, affordable cost of living, and excellent healthcare.**



**Mexico is the 'New Hot Spot' For Investors**

*FORBES*

**Mexico Offers Best Return On Investment in Latin America**

*FITCH REPORTS*

**Mexico Real Estate the Investment of Choice**

*HSBC*

**Mexico offering the 'most attractive yields in the world'**

*BLOOMBERG*



# Market Overview: Northern Baja

- ✓ **Affordability** - California homeowners spend an average of 24% of their income on housing costs, the country's second highest proportion, while renters spend 34%.
- ✓ **Attracting increasing levels of international attention.**
  - Many regular visitors from California, Arizona, Texas, and Washington.
  - Ideal three-day weekend getaway from Western and Southwestern U.S. due to close distance, with a distinct advantage over Hawaii.
  - Noticeable increases in tourism from Japan, Europe, and Germany.
- ✓ **Land prices are still relatively low.**
  - Outlook is for rising land prices, given the recent arrival of thousands of retirees and second-home buyers.
- ✓ **Regional development** is supported by local, state, and federal governments due to the recent arrival of thousands of retirees and second-home buyers. Money is being put into upgrading infrastructure, including airports.



# Portfolio

Considerable time and resources are devoted to seeking out the finest sites available and obtaining the necessary development permits to build a compelling portfolio of properties.

- Residential Real Estate
- Commercial Real Estate
- Recreational Properties
- Waterfront
- Ranch
- Hotel



# Proven Record of Success



El Dorado Ranch (San Felipe, Baja California) - over 10,000 home site sales, 3,000+ homes built

**Est. 1990** Frank Ingrande, Vice President - Marketing

**Total Sales: \$500.0 Million**

The driving force behind the success of El Dorado Ranch was Robert Rios and Michael Cresci, Sales and Marketing Executives from 1998-2012.

They were responsible for selling over \$500,000,000 in real estate from 1999 - 2012 which resulted in approximately \$500,000,000 in additional volume in home construction.

The three executives took their success with El Dorado Ranch and created the successful Rancho Costa Verde Development. They are now part of the ILA executive team upon the acquisition of RCVD by International Land Alliance, Inc.



Costa Bajamar is a condominium development at the Bajamar Ocean Front Golf Resort.

**Est. 2010** Roberto Valdes, Director

**Total Sales: \$7.0 Million**



[Rancho Tecate](#) is a 1,500-acre master planned wine resort in the wine region of Baja California, located 7 miles from San Diego with vineyards, spa, hotel and up to 2,000 residential units.

**Est. 2008** Roberto Valdes, Director

**Total Sales: \$60.0 Million**



Mision San Juan Capistrano is a residential community at Bajamar Ocean Front Golf Resort.

**Est. 2005** Roberto Valdes, Director

**Total Sales: \$37.5 Million**



[Bajamar](#) Ocean Front Golf Resort is a 1,600-acre master planned community one hour from San Diego on the Pacific Ocean with championship golf, spa, hotel and up to 10K residential units.

**Est. 1976** Roberto Valdes, Director

**Total Sales: \$500.0 Million**



Vivalo Club is a vacation club that has affiliated resorts throughout Baja California.

**Est. 2012** Roberto Valdes, Director

**Total Sales: \$37.5 Million**



Oceano Diamante is an oceanfront residential development with breathtaking oceanfront views on the waterfront 9-hole golf course at the Bajamar Ocean Front Golf Resort.

**Est. 2004** Roberto Valdes, Director

**Total Sales: \$27.5 Million**

# Sales & Marketing

**Significantly** increased budget toward lead generation by using **aggressive marketing** with the aim of building strong brand recognition to trigger word-of-mouth.

**Marketing strategy** creates a compelling **value proposition** for various target audiences worldwide, with an emphasis on middle-class Mexican-Americans in California.

**Heavy investment** in knowledgeable and **talented personnel** who then can convey the value proposition in a clear and compelling manner during the presentations and then close deals.

**Development** of our new **bajabeachsidebrokers.com** real estate platform to expand Broker/Agent reach.

**Proven track record**, our Sales and Marketing team is **responsible** for closing sales with **over 11K Americans** over the last 10 years. There are 1.6M ex-pats from the entire US living all over the entire country of Mexico. Of the 11K, 95% of people were from California, and all 11K properties are in Baja California. Their sales and marketing skills were **responsible for almost 1%** of the ex-pats' ownership in Mexico.

# Sales & Marketing

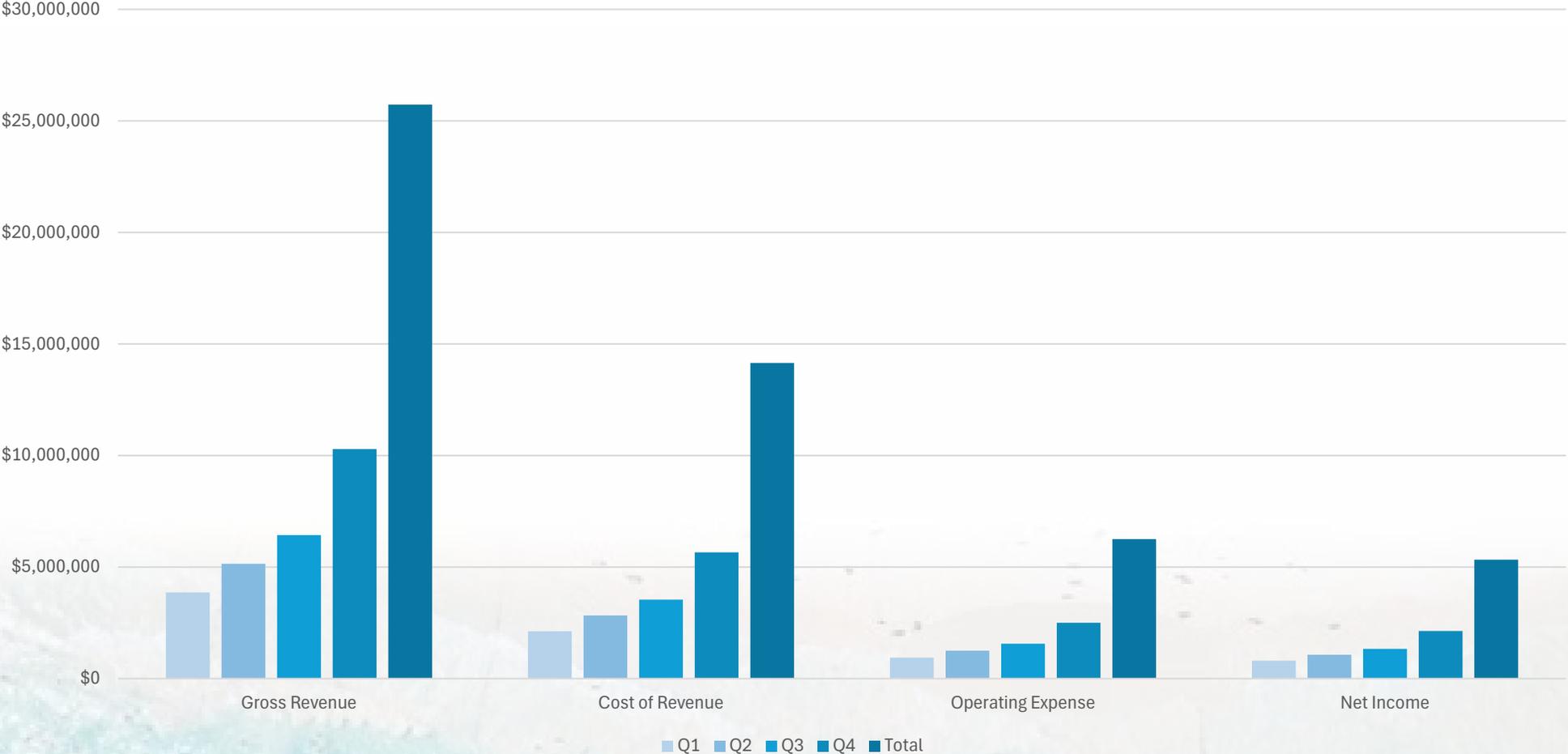
## Our Proven, Novel Sales Approach

- 1. Lead Generation** using social media, AM radio, Cable TV, and AI software. Also, platforms like **Bajabeachsidebrokers.com** and **BAJA123.COM** | **exp** Mexico to collaborate on marketing and selling ILA products.
- 2. Dinner Presentations** at various weekly locations in San Francisco, Los Angeles, and San Diego.
- 3. Onsite Presentations**
  - Current** – Bi-weekly 100-person-capacity **bus tours** for a two-day visit to Rancho Costa Verde
  - Future Expansion** – Weekly bus tours to **all ILA Developments** -Rancho Costa Verde, Oasis Park Resort, Plaza Bajamar and Valle Divino
- 4. Closing the Lot Deal** - At the conclusion of the project tours, our Sales & Marketing team executes lot purchase contracts and collects down payments
- 5. Engage ILA** to build their **Dream Home**

# Economics



## International Land Alliance, Inc 2024 Proforma

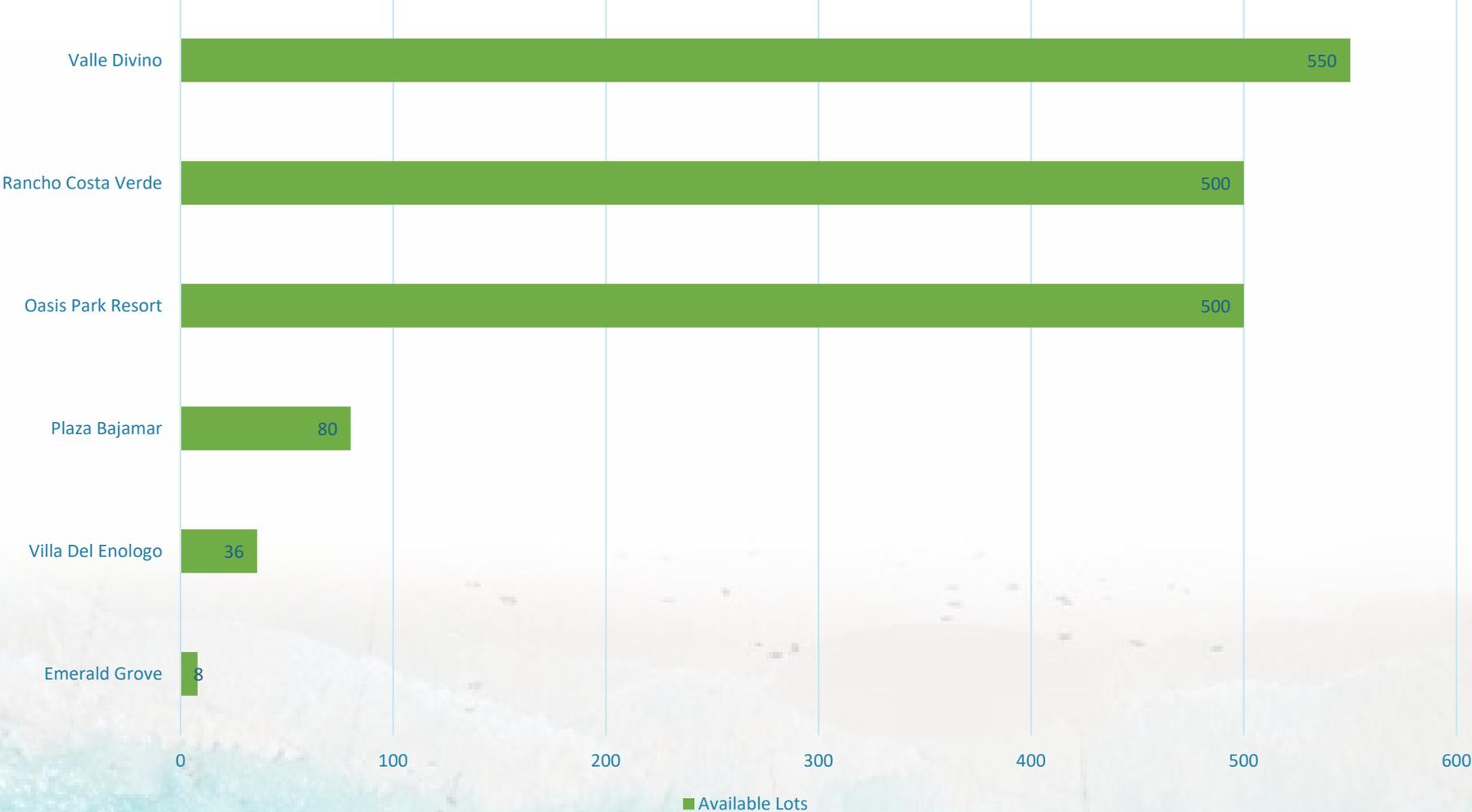


# Economics



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## ILA Available Inventory



\* Rancho Costa Verde currently has 200 lots with 300 more in escrow

# Development Strategy

## Strive for Operational Excellence and Customer Satisfaction

### The ILA team has the know-how and experience to:

**Develop** land located in areas with abundant resources and year-round climate.

**Provide** numerous amenities that will attract a broad audience.

**Build** affordable and top-quality villas.

**Construction** and development are to be based on green technology to help offset environmental damage from large-scale construction.

**Adhere** to the highest standards of environmentally friendly workmanship and service, the finest design, site preparation, cost estimates, quality construction, and excellent customer service.

# Design

## Emphasis on the consistent excellence in development and design

### Perfect setting

- ❖ Projects developed as second home resort or retirement destinations in a planned community setting.

### Top-notch quality

- ❖ High attention placed to design with the overall concept of quality and ecologically sensitive designs present throughout the properties.
- ❖ Staggered lot lines with buffer zones and green belts to maintain an “open feeling”.
- ❖ Self-contained solar powered community enabling no power line or overhead wire distractions.

### Attractive design

- ❖ Architectural themes reminiscent of the early mission history of Baja California.
- ❖ Massive adobe walls with thick unadorned plaster surfaces, minimal fenestration and door piercing, low-pitched roofs with projecting wide eaves and non-flammable clay roof tiles, exterior walls will be coated with white stucco.

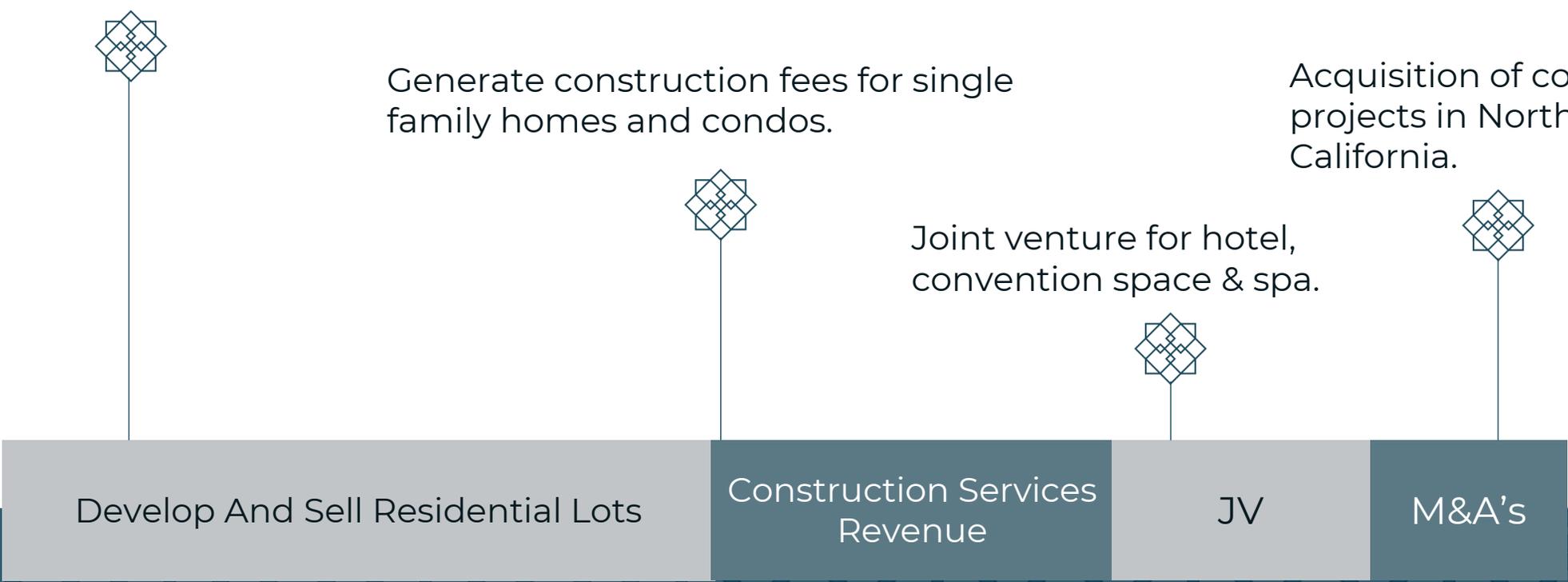
# Growth Catalysts

Develop and sell residential lots.

Generate construction fees for single family homes and condos.

Acquisition of completed projects in Northern Baja California.

Joint venture for hotel, convention space & spa.



Develop And Sell Residential Lots

Construction Services Revenue

JV

M&A's

# Capital Markets Initiatives



- ❖ **Completed private placement** with a single institutional investor for gross proceeds of \$2.0M to ILA
- ❖ Proceeds used to ramp up sales and marketing while accelerating development across ILA's portfolio of luxury communities
- ❖ Actively working toward an **uplisting to a major exchange**
- ❖ Intention to increase awareness of the Company in the capital markets and accessibility for institutional investors
- ❖ Research initiated by John Nobile, analyst at Taglich Brothers, Inc., with a 12-month price target of \$2.00 per share
- ❖ On February 24, 2023, the Company received an independent appraisal by EMCO Hannover Group. The Appraisal indicated an underlying **fair market value of \$53,000,000**, given its six properties in various stages of residential development and sales. A Residential Market Capitalization Rate ("CAP") of 6.31% was used to determine its underlying value versus the Southern California Market rate of 4.89%.

# Investment Highlights

Compelling long-term, large-scale opportunity

- ❖ **Early developer in the growing tourism, second home, and retirement industry market.**
- ❖ **Large growth potential** supported by attractive demographics, steady GDP growth, and large pent-up demand yet persistent housing shortage.
- ❖ **Excellent visibility**, considerable scale, and project-level economics.
- ❖ **Very low leverage and strong downside protection**, making it a perfect instrument in a global diversification or tactical growth strategy.
- ❖ **Low float** of 15.0M basic shares, **5% Institutional holdings**, and notable **insider ownership of 54%**; including 765,000 shares bought in the open market by the Company's CFO at an average price of \$0.90 starting in February 2021.
- ❖ **Partnership with a NASDAQ company** for advanced solar-plus-storage power solutions



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# Recent Developments



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[International Land Alliance Announces Sales at Rancho Costa Verde](#) | Press Release | 12/07/2023

[International Land Alliance Announces Subdivision Approval at Rancho Costa Verde](#) | Press Release | 11/01/2023

[International Land Alliance Reports Sales at Rancho Costa Verde from August 5 Sales Event](#) | Press Release | 08/08/2023

[International Land Alliance Announces OTC Markets Extension](#) | Press Release | 05/18/2023

[International Land Alliance Announces Execution of First Construction Financing Contract](#) | Press Release | 04/25/2023

[International Land Alliance Reports Record January Revenue](#) | Press Release | 02/23/2023

[International Land Alliance Results from First Sales Tour of 2023](#) | Press Release | 01/18/2023

[Chairman of International Land Alliance Issues New Year's Open Letter to Shareholders](#) | Press Release | 01/10/2023

[International Land Alliance Announces Closing on the Remaining 75% Interest in Rancho Costa Verde Development, LLC](#) | Press Release | 12/29/2022

[International Land Alliance Expects Lot Sales to Accelerate at Oasis Park Resort Following Recent Completion of Phase I Construction](#) | Press Release |  
12/15/2022

[International Land Alliance Closes Year Strong with 10 New Home Site Sales Generated at Rancho Costa Verde's Final Tour of 2022](#) | Press Release | 12/13/2022

[International Land Alliance Launches Short-Term Vacation Rental Program for Homeowners](#) | Press Release | 11/14/2022

<https://www.otcmarkets.com/stock/ilal/news>

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# Appendix

## Asset Valuation, Industry Comparables, & Property Details



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# Balance Sheet Assets

## GAAP vs Appraised Value

Project	GAAP Value	Appraised Value	Difference
<b>Villas Del Enologo</b> Ensenada, Baja California Acquired in 2017	\$1,000,000	\$1,350,000	\$350,000
<b>Valle Divino Resort</b> Acquired by the company's founders 2005 then transferred to the company in 2013	\$250,000	\$6,000,000 (Includes option for additional 80 acres)	\$5,750,000
<b>Oasis Park Resort</b> Acquired by the company's founders 2002 then transferred to the company in 2013	\$850,000	\$15,000,000 (value added for development)	\$14,150,000
<b>Emerald Grove Estates</b> In Southern California Acquired in 2019	\$1,100,000	\$4,150,000	\$3,050,000
<b>Rancho Costa Verde</b> Acquired 25% stake in 2021 Acquired remaining 75% in 2023	\$2,600,000 \$13,500,000	\$2,720,000 \$13,500,000	\$120,000 \$0
<b>Plaza Bajamar</b> Acquired in 2019	\$1,000,000	\$1,350,000	\$350,000
<b>Total</b>	<b>\$20,300,000</b>	<b>\$44,070,000</b>	<b>\$23,770,000</b>
<b>Breakup Value Per Share</b>		<b>\$ 0.90</b>	

# Valle Divino Resort



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Part of a master-planned residential community with diverse topography, supporting resort and residential facilities with views toward the mountains and sea.

- ❖ 20 acres in Ensenada, Baja California.
- ❖ **208** residential & commercial lots.
- ❖ Clubhouse, wine tasting room, and 5-acre vineyard completed.
- ❖ Construction started on model homes with prices at **\$150K** – with potential revenues of **\$31,200,00**
- ❖ **Option** for an additional **80 acres and 800 homes**, equating to potential revenues of **\$120.0M**
- ❖ Directly east of the renowned Bajamar Ocean Front Hotel & Golf Course, 50 miles south of San Diego.



# Villas Del Enologo

An expansion of Valle Divino, ILA's prestigious community in Ensenada, Baja California.

- ❖ 2.6-acre parcel.
- ❖ Planned **36 2B/2B Vineyard Villas** with private wine cellar.
- ❖ 50 miles south of San Diego.
- ❖ **Appraised at \$1.35M**



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# Oasis Park Resort



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Ecotourism, green community with 180° sea and mountain views from every home site.

- ❖ **497 acres** in San Felipe, Baja California on the Sea Of Cortez.
- ❖ **500+** residential and commercial lots.
- ❖ Restarted construction with the **completion of the 2-mile access road** to the water and the community entrance.
- ❖ **Construction is starting** on the waterfront clubhouse and model homes.
- ❖ Revenue of **\$15.0M** from lot inventory
- ❖ Revenue of **\$150.0M** in potential home construction



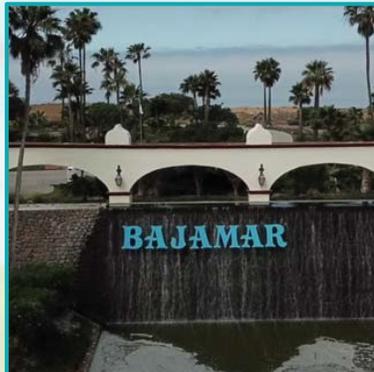
# Plaza Bajamar



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One acre located within the gated master planned golf community of Bajamar Ocean Front Hotel and Golf Resort.

- ❖ **2BR & 3BR two-story units**, 80 in total – fairway and ocean views from the rooftop terrace.
- ❖ Ability for additional expansion.
- ❖ Model home completed and site preparation ready for the remaining 21 villas in Phase I.
- ❖ Starting prices at \$300K equates to **\$22,800,000** (4 Villas sold to date with 76 remaining)
- ❖ The golf course is referred to as the Pebble Beach of Mexico.



# Rancho Costa Verde



1,100-acre, 1200 homesites master planned second home, retirement home, and vacation home real estate community located on the east coast of Baja California, Mexico.

- ❖ Acquisition of **25% of RCV 2021** and Acquisition of the **remaining 75% in January 2023**
- ❖ The Rancho Costa Verde real estate development was created in 2008 in response to the recession
- ❖ **Self-sustained** solar-powered green community with our on-site boutique hotel that takes advantage of solar and other green technology advances
- ❖ Sold approximately **1,000 residential lots** to date with 200 existing lots remaining at a value of **\$6.6M**



- ❖ Built 60 single-family homes with 40 under construction. There are 1100 potential homes to be built at a value of **\$330M**
- ❖ Plans to add an additional **700 homesites**, with total lot value of **\$23,100,000** and potential homes to be built at a value of **\$210.0M**

**Nothing speaks louder** than seeing Rancho Costa Verde with your own eyes:

<https://www.ranchocostaverde.com/videos>

# Rancho Costa Verde 25% Acquisition



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## Purchase Details

- ✓ Date acquired in May 2021
- ✓ Purchase price: \$4.0M – 3.9M shares of common stock and \$100K cash

## Motivation and Importance

- ✓ Frank Ingrande became President of ILA for the purpose of project development and sales and marketing
- ✓ 300 unsold lots
- ✓ 1150 potential home builds
- ✓ Future expansion of the development
- ✓ First step in completing the 100% acquisition of RCVD
- ✓ Existing sales, marketing, and construction activities
- ✓ It was an acquisition of a developed working model of ILA's Oasis Park Resort

# Rancho Costa Verde 75% Acquisition



## Purchase Details

- ✓ Date acquired Jan 2023
- ✓ Purchase price: \$13.5M – a combination of \$2M common stock, \$2.6M purchase warrants, and \$8.9M preferred stock

## Motivation and Importance

- ✓ Commitment to expand Rancho Costa Verde
- ✓ Appointment of Rancho Costa Verde sales and marketing executives as ILA's new executive team
- ✓ Commitment of the sales and marketing arm of Rancho Costa Verde to market and sell all of ILA real estate projects
- ✓ Seasoned and experienced sales and marketing team with a proven track record
- ✓ Increased ILA net equity
- ✓ Addition of a substantial future revenue stream for ILA

1. As of December 2023
2. As of December 2023

# Emerald Grove Estates



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80 Acres of developable land with an 8,000 sq. ft. event venue.

- ❖ Purchased four 20-acre parcels with an existing home for **\$1.1M in 2019**
- ❖ 360-degree views
- ❖ 8 Minutes from the world-famous Temecula Wine Country, a \$1B a year industry
- ❖ **Sold one parcel for \$630K** and planned subdivision of 2 parcels (40 acres)
- ❖ Renovation of home and subdivision of 8 parcels (40 acres) Realizing **revenues** from event rentals and approximately \$2.4M in potential parcel sales
- ❖ **Appraised currently at \$4,150,000** (\$3.1M home + \$1,050,000 3- 20-acre parcels)



# Revenue Recognition

1. Have made **client contract modifications** to achieve more favorable Revenue Recognition
  - i. GAAP accounting treatment of home site sales revenue and construction revenue recognition **has not accurately represented** sales and construction revenue at Rancho Costa Verde.
  - ii. As much as 50% to 70% of home site **revenue has been deferred**, and only the gross profit of construction revenue has been recognized to date.
  - iii. The changes have been incorporated so that beginning in Q1, 2024 reported revenue **will be more in line** with sales activities.

# Current Uplisting Position and Offering



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1. **Nasdaq approval** with the following comments
  - i. Share Price
  - ii. Shareholders
  - iii. Outside Board – have new members
  - iv. Equity – as of the end of Q4 2023, approximately \$9M
  
2. **Approved S1** to uplist and raise up to \$7.5 million in a common stock offering
  
3. **While an** additional capital raise may not be necessary for an uplisting, we can utilize whatever can be comfortably raised to complete the remaining infrastructure and expand sales and marketing activities across all developments

# International Land Alliance, Inc.

## Consolidated proforma profit and loss

Oasis Park Resort, Valle Divino Resort, Rancho Costa Verde, Plaza at Baja Mar & Emerald Grove



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### 3 YEAR FORECAST

P&L Forecast	Forecast Method	PROFORMA*				
		2024				
		Q1	Q2	Q3	Q4	Total
Total Revenue	See detailed property tabs	\$ 3,858,624	\$ 5,144,833	\$ 6,431,041	\$ 10,289,665	\$ 25,724,163
Cost of revenue	See detailed property tabs	\$ 2,122,234	\$ 2,829,645	\$ 3,537,056	\$ 5,659,290	14,148,225
Gross profit		1,736,391	2,315,188	2,893,984	4,630,375	11,575,938
Gross profit %		45%	45%	45%	45%	45%
Operating expense						
Sales commission	% of revenues / historicals	\$ 521,100	\$ 694,800	\$ 868,500	\$ 1,389,600	3,474,000
Marketing	% of revenues / historicals	\$ 246,263	\$ 328,350	\$ 410,438	\$ 656,700	1,641,750
G & A	% of revenues / historicals	\$ 72,000	\$ 96,000	\$ 120,000	\$ 192,000	480,000
Interest	% of revenues / historicals	\$ 46,500	\$ 62,000	\$ 77,500	\$ 124,000	310,000
Other (Construction Mgmt)	% of revenues / historicals	\$ 51,587	\$ 68,783	\$ 85,978	\$ 137,565	343,913
Total operating expense		937,449	1,249,933	1,562,416	2,499,865	6,249,663
Income before taxes		798,941	1,065,255	1,331,569	2,130,510	5,326,275
Income tax	% of income	-	-	-	-	-
Net income		\$ 798,941	\$ 1,065,255	\$ 1,331,569	\$ 2,130,510	\$ 5,326,275
EBITDA		\$ 798,941	\$ 1,065,255	\$ 1,331,569	\$ 2,130,510	\$ 5,326,275

# International Land Alliance, Inc.

## Consolidated proforma profit and loss

Oasis Park Resort, Valle Divino Resort, Rancho Costa Verde, Plaza at Baja Mar & Emerald Grove



INTERNATIONAL  
LAND ALLIANCE

### 3 YEAR FORECAST

P&L Forecast	Forecast Method	PROFORMA*				
		2025				
		Q1	Q2	Q3	Q4	Total
Total Revenue	See detailed property tabs	\$ 7,974,449	\$ 9,113,657	\$ 9,873,128	\$ 11,012,335	\$ 37,973,569
Cost of revenue	See detailed property tabs	4,441,582	5,076,094	5,499,101	6,133,613	\$ 21,150,390
Gross profit		3,532,868	4,037,563	4,374,027	4,878,722	16,823,179
Gross profit %		44%	44%	44%	44%	44%
Operating expense						
Sales commission	% of revenues / historicals	1,027,580	1,174,378	1,272,242	1,419,040	\$ 4,893,240
Marketing	% of revenues / historicals	483,897	553,025	599,110	668,238	\$ 2,304,270
G & A	% of revenues / historicals	102,262	116,870	126,610	141,218	\$ 486,960
Interest	% of revenues / historicals	45,360	51,840	56,161	62,641	\$ 216,002
Other (Construction Mgmt)	% of revenues / historicals	111,841	127,818	138,470	154,447	\$ 532,575
Total operating expense		1,770,940	2,023,931	2,192,592	2,445,584	8,433,047
Income before taxes		1,761,928	2,013,632	2,181,434	2,433,138	8,390,132
Income tax	% of income	-	-	-	-	-
Net income		\$ 1,761,928	\$ 2,013,632	\$ 2,181,434	\$ 2,433,138	\$ 8,390,132
EBITDA		\$ 1,761,928	\$ 2,013,632	\$ 2,181,434	\$ 2,433,138	\$ 8,390,132

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## Consolidated proforma profit and loss

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INTERNATIONAL  
LAND ALLIANCE

### 3 YEAR FORECAST

P&L Forecast	Forecast Method	PROFORMA*				
		2026				
		Q1	Q2	Q3	Q4	Total
Total Revenue	See detailed property tabs	\$ 13,119,873	\$ 14,994,141	\$ 16,243,653	\$ 18,117,920	\$ 62,475,588
Cost of revenue	See detailed property tabs	6,546,801	7,482,058	8,105,563	9,040,820	\$ 31,175,241
Gross profit		6,573,073	7,512,083	8,138,090	9,077,101	31,300,347
Gross profit %		50%	50%	50%	50%	50%
Operating expense						
Sales commission	% of revenues / historicals	2,153,165	2,460,760	2,665,823	2,973,418	10,253,166
Marketing	% of revenues / historicals	995,563	1,137,786	1,232,602	1,374,825	4,740,775
G & A	% of revenues / historicals	103,752	118,574	128,455	143,277	494,059
Interest	% of revenues / historicals	-	-	-	-	-
Other (Construction Mgmt)	% of revenues / historicals	151,460	173,097	187,522	209,159	721,238
Total operating expense		3,403,940	3,890,217	4,214,402	4,700,679	16,209,238
Income before taxes		3,169,133	3,621,866	3,923,688	4,376,422	15,091,109
Income tax	% of income	-	-	-	-	-
Net income		\$ 3,169,133	\$ 3,621,866	\$ 3,923,688	\$ 4,376,422	\$ 15,091,109
EBITDA		\$ 3,169,133	\$ 3,621,866	\$ 3,923,688	\$ 4,376,422	\$ 15,091,109

# Contact

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