

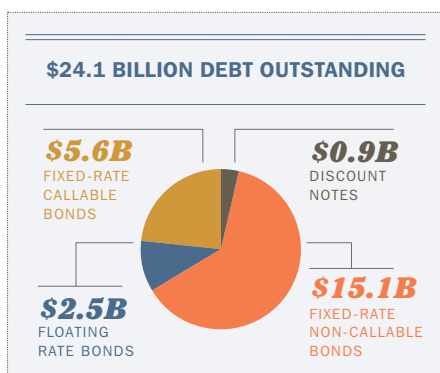


### CORPORATE PROFILE

Farmer Mac is a vital part of the agricultural credit markets and was created to increase access to and reduce the cost of credit for the benefit of American agricultural and rural communities. As the nation's secondary market for agricultural credit, we provide financial solutions to a broad spectrum of the agricultural community, including agricultural lenders, agribusinesses, and other institutions that can benefit from access to flexible, low-cost financing and risk management tools. Farmer Mac's customers benefit from our low cost of funds, low overhead costs, and high operational efficiency.

*"...Farmer Mac continues to work with agricultural lenders across the nation to provide the liquidity and capital that is essential for the success of America's farmers, ranchers and rural electric customers..."*

– Congressman Frank Lucas (R-OK)



### CONTACT INFORMATION

Diane Asuncion  
dasuncion@farmermac.com  
(202) 868-7437

1999 K St. N.W., 4th Floor  
Washington, D.C. 20006

[www.farmermac.com](http://www.farmermac.com)



### INVESTMENT HIGHLIGHTS

#### FARMER MAC'S VITAL ROLE AND UNIQUE STRENGTHS<sup>1</sup>

##### GSE AND INSTRUMENTALITY OF THE UNITED STATES

Created by **Congress** in **1987**

**\$1.5 billion** line of credit with **U.S. Treasury**

**Eligible for purchase** by Federal Reserve Banks

**Publicly-traded** debt securities **exempt** from SEC registration

##### DEBT SECURITIES CARRY PRIVILEGES FOR INVESTORS

Classified as a **"Government Security"** under Investment Company Act of 1940

Carries a **20% capital risk weighting** for many Federally regulated entities

**Eligible collateral for the discount window** at Federal Reserve Banks

Has a **#1 designation** by the National Association of Insurance Commissioners (NAIC)

**Eligible investment for credit unions** under the National Credit Union Administration's guidelines

**Eligible collateral for the Federal Reserve's standing repo facility**

##### BROAD AND INDEPENDENT OVERSIGHT

###### FEDERAL OVERSIGHT:

Regulated by the **Farm Credit Administration**

Oversight through **Senate and House Agricultural Committees**

Subject to **SEC** regulations

###### OTHER OVERSIGHT:

Subject to **NYSE** rules

Financial statements audited by PricewaterhouseCoopers

Independent risk officer oversight, internal audit and internal credit review functions

##### SUPERIOR MARKET ACCESS

Uninterrupted **daily access** to the debt capital markets

**Debt costs correlate** with those of other GSEs

**32 approved dealers** provide liquidity in debt securities to the capital markets

Debt issued through the Federal Reserve book entry system

##### EXCEPTIONAL FINANCIAL STRENGTHS

###### ASSET QUALITY:

**No credit losses** in the Rural Utilities, USDA, and Institutional Credit lines of business

Historical cumulative credit losses of **only 0.11%** on **\$35 billion** of volume

Portfolio average loan-to-value ratio of **46%**

###### LIQUIDITY & CAPITAL:

**Tier 1** capital ratio of 14.9%<sup>2</sup>

Core capital of **\$514 million above** statutory minimum capital requirement

**\$5.3 billion** liquidity investment portfolio, **providing 355 days** of contingent sources of liquidity

##### DEBT SECURITIES NOT RATED BY A NRSRO

GSE status allows **continuous and cost-effective access** to the U.S. Agency debt markets

Debt funding demand in excess of needs

Benefit of credit rating does not outweigh the material dollar cost and time requirements

**GSEs and instrumentalities** of the United States are often exempt from NRSRO rating requirement

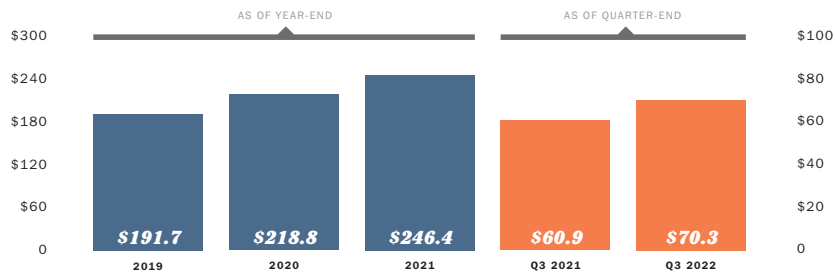
Many investors cannot use NRSRO ratings as investment criteria

<sup>1</sup> All information is as of September 30, 2022.

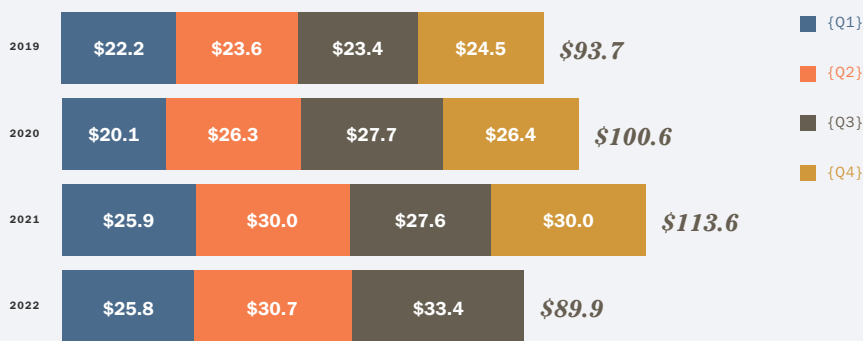
<sup>2</sup> Tier 1 capital consists of retained earnings, paid-in capital, common stock, and qualifying preferred stock.

# FINANCIAL INFORMATION

## REVENUE \$ in millions

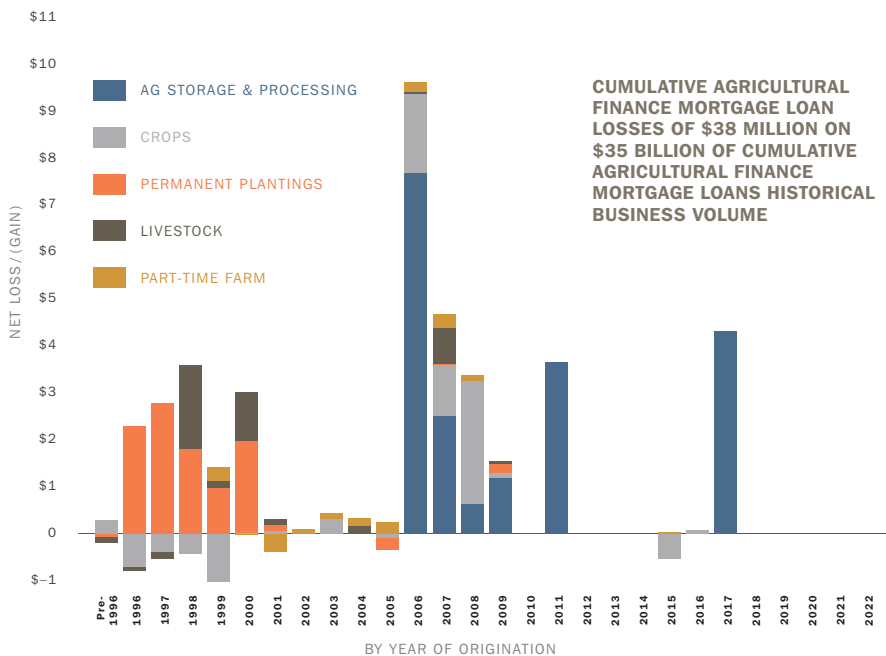


## CORE EARNINGS\* \$ in millions



\*Core earnings, core earnings per share, and net effective spread are non-GAAP measures. For a reconciliation of core earnings to GAAP net income, core earnings per share to earnings per common share, and net effective spread to GAAP net interest income, see "MD&A" in Farmer Mac's Form 10-K filed with the SEC on February 28, 2022, Form 10-Q filed with the SEC on May 9, 2022, Form 10-Q filed with the SEC on August 8, 2022, and Form 10-Q filed with the SEC on November 7, 2022.

## HISTORICAL CREDIT LOSSES BY LOAN ORIGINATION YEAR \$ in millions



# DEBT PROGRAM HIGHLIGHTS

## DISCOUNT NOTE

### WINDOW

**DESCRIPTION:** Structure, sizes, and discount rates are sent to dealer group and posted on Bloomberg system (ADN5 <Go>); sizes are updated until offerings are closed.

**TYPICAL STRUCTURE:** 1 week-1 year

**TYPICAL SIZE:** \$5-250 million

**SETTLEMENT:** Same day-5 business days

**ISSUANCE FREQUENCY:** Daily

### REVERSE INQUIRY

**DESCRIPTION:** Dealer/investor requests structure and sizes; Farmer Mac strives to fulfill each request.

**TYPICAL STRUCTURE:** 1 week-1 year

**TYPICAL SIZE:** \$5-250 million

**SETTLEMENT:** Same day-5 business days

**ISSUANCE FREQUENCY:** As requested

### AUCTION

**DESCRIPTION:** Auction time, structures, and sizes sent to dealer group; lowest discount rate wins bonds.

**TYPICAL STRUCTURE:** 1 week-1 year

**TYPICAL SIZE:** \$5-250 million

**SETTLEMENT:** Same day-5 business days

**ISSUANCE FREQUENCY:** Monthly

## MEDIUM-TERM NOTE

### POSTINGS

**DESCRIPTION:** Structures, sizes, and coupons are sent to dealer group; sizes are updated until offerings are closed.

**TYPICAL STRUCTURE:** Floating (SOFR, Fed Funds, LIBOR, T-bill, Prime) and Fixed Rate Bullets with maturities up to 30 years

Callables (Fixed and Step Up/Down Rate) with flexible lockout and call features, with maturities of up to 30 years

**TYPICAL SIZE:** \$5-250 million

**SETTLEMENT:** 5-20 business days

**ISSUANCE FREQUENCY:** Daily

### REVERSE INQUIRY

**DESCRIPTION:** Dealer/investor requests structure and sizes; Farmer Mac strives to fulfill each request.

**TYPICAL STRUCTURE:** Floating (SOFR, Fed Funds, LIBOR, T-bill, Prime) and Fixed Rate Bullets with maturities up to 30 years

Callables (Fixed and Step Up/Down Rate) with flexible lockout and call features, with maturities of up to 30 years

**TYPICAL SIZE:** \$5-250 million

**SETTLEMENT:** 5-20 business days

**ISSUANCE FREQUENCY:** As requested

### AUCTION

**DESCRIPTION:** Auction time, structures, and sizes sent to dealer group; lowest UST spread wins bonds.

**TYPICAL STRUCTURE:** Fixed-rate bullets and callables up to 30 years

Callables (Fixed and Step Up/Down Rate) with flexible lockout and call features, with maturities of up to 30 years

**TYPICAL SIZE:** \$5-250 million

**SETTLEMENT:** 5-20 business days

**ISSUANCE FREQUENCY:** Weekly

## DEBT OUTSTANDING \$ in billions

