



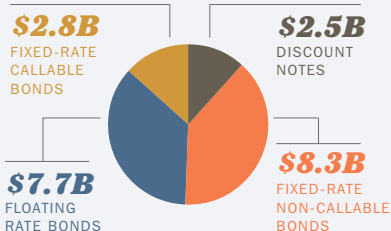
### CORPORATE PROFILE

Farmer Mac is a vital part of the agricultural credit markets and was created to increase the availability and affordability 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. In fact, we are often able to provide the lowest cost of borrowing to agricultural and rural borrowers. For more than 30 years, Farmer Mac has been delivering the capital and commitment rural America deserves.

*"...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)

### \$21.3 BILLION DEBT OUTSTANDING



### CONTACT INFORMATION

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### 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

##### 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

##### 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

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

##### SUPERIOR MARKET ACCESS

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

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

**29 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 0.12%** on **\$28 billion** of volume

Portfolio average loan-to-value ratio of **45%**

###### LIQUIDITY & CAPITAL:

**Tier 1** capital ratio of 13.4%<sup>2</sup>

Core capital of \$916 million, **\$248 million above** statutory minimum capital requirement

**\$4.3 billion** liquidity investment portfolio, **providing 212 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

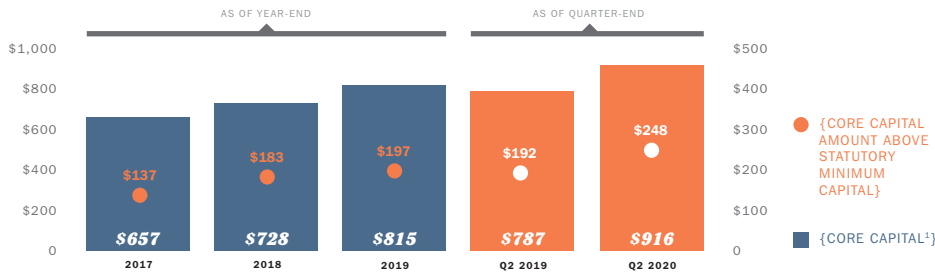
<sup>1</sup> All information is as of June 30, 2020.

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



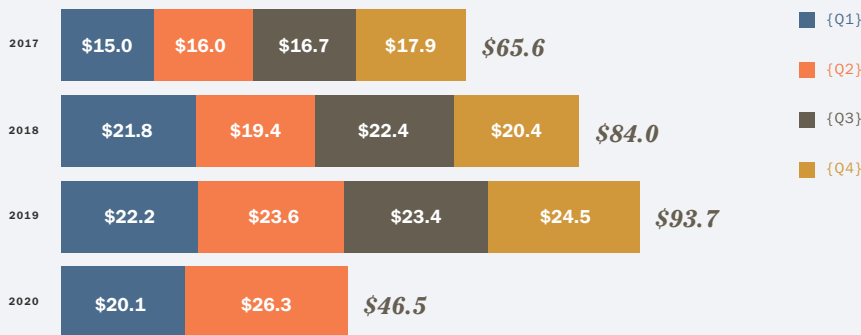
## FINANCIAL INFORMATION

### CAPITAL \$ in millions



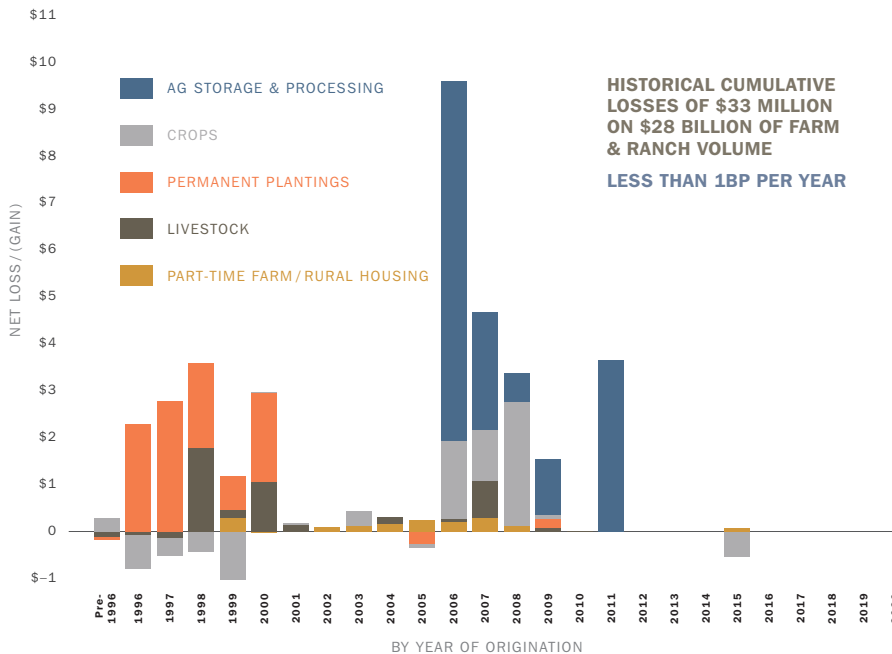
<sup>1</sup> Core Capital defined as total stockholders' equity less accumulated other comprehensive income.

### CORE EARNINGS\* \$ in millions



\*Core earnings is a non-GAAP measure. For a reconciliation of core earnings to GAAP net income, see "MD&A" in Farmer Mac's Form 10-K filed with the SEC on February 25, 2020, Form 10-Q filed with the SEC on May 11, 2020, and Form 10-Q filed with the SEC on August 10, 2020.

### 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:** Overnight-1 year

**TYPICAL SIZE:** \$5-225 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:** 5 months-1 year

**TYPICAL SIZE:** \$15-100 million

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

**ISSUANCE FREQUENCY:** As requested

### MEDIUM-TERM NOTE

#### 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 15 years

**TYPICAL SIZE:** \$5-50 million

**SETTLEMENT:** 5-10 business days

**ISSUANCE FREQUENCY:** Weekly

#### REVERSE INQUIRY

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

**TYPICAL STRUCTURE:** Floating (Fed Funds LIBOR, T-bill, Prime, SOFR) and fixed-rate bullets and callables with maturities up to 30 years

**TYPICAL SIZE:** \$15-200 million

**SETTLEMENT:** 5-20 business days

**ISSUANCE FREQUENCY:** As requested

### DEBT OUTSTANDING \$ in millions

