

Third Quarter 2021

FARMER  AC

*Equity Investor
Presentation*

Forward-Looking Statements

In addition to historical information, this presentation includes forward-looking statements that reflect management's current expectations for Farmer Mac's future financial results, business prospects, and business developments. Forward-looking statements include, without limitation, any statement that may predict, forecast, indicate, or imply future results, performance, or achievements. Management's expectations for Farmer Mac's future necessarily involve assumptions, estimates, and the evaluation of risks and uncertainties. Various factors or events, both known and unknown, could cause Farmer Mac's actual results to differ materially from the expectations as expressed or implied by the forward-looking statements. Some of these factors are identified and discussed in Farmer Mac's Annual Report on Form 10-K for the year ended December 31, 2020, filed with the U.S. Securities and Exchange Commission ("SEC") on February 25, 2021, Quarterly Report on Form 10-Q for the quarter ended March 31, 2021, filed with the SEC on May 6, 2021, Quarterly Report on Form 10-Q for the quarter ended June 30, 2021, filed with the SEC on August 5, 2021, and Quarterly Report on Form 10-Q for the quarter ended September 30, 2021, filed with the SEC on November 8, 2021. These reports are also available on Farmer Mac's website (www.farmermac.com). Considering these potential risks and uncertainties, no undue reliance should be placed on any forward-looking statements expressed in this presentation. Any forward-looking statements made in this presentation are current only as of September 30, 2021, except as otherwise indicated. Farmer Mac undertakes no obligation to release publicly the results of revisions to any such forward-looking statements that may be made to reflect new information or any future events or circumstances, except as otherwise mandated by the SEC. The information in this presentation is not necessarily indicative of future results.

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Use of Non-GAAP Financial Measures

This presentation is for general informational purposes only, is current only as of September 30, 2021 and should be read in conjunction with Farmer Mac's Quarterly Report on Form 10-Q filed with the SEC on November 8, 2021. In the accompanying analysis of its financial information, Farmer Mac uses the following non-GAAP financial measures: core earnings, core earnings per share, and net effective spread. Farmer Mac uses these non-GAAP measures to measure corporate economic performance and develop financial plans because, in management's view, they are useful alternative measures in understanding Farmer Mac's economic performance, transaction economics, and business trends. The non-GAAP financial measures that Farmer Mac uses may not be comparable to similarly labeled non-GAAP financial measures disclosed by other companies. Farmer Mac's disclosure of these non-GAAP financial measures is intended to be supplemental in nature and is not meant to be considered in isolation from, as a substitute for, or as more important than, the related financial information prepared in accordance with GAAP.

Core earnings and core earnings per share principally differ from net income attributable to common stockholders and earnings per common share, respectively, by excluding the effects of fair value fluctuations. These fluctuations are not expected to have a cumulative net impact on Farmer Mac's financial condition or results of operations reported in accordance with GAAP if the related financial instruments are held to maturity, as is expected.

Core earnings and core earnings per share also differ from net income attributable to common stockholders and earnings per common share, respectively, by excluding specified infrequent or unusual transactions that Farmer Mac believes are not indicative of future operating results and that may not reflect the trends and economic financial performance of Farmer Mac's core business.

Farmer Mac uses net effective spread to measure the net spread Farmer Mac earns between its interest-earning assets and the related net funding costs of these assets. Net effective spread differs from net interest income and net interest yield because it excludes: (1) the amortization of premiums and discounts on assets consolidated at fair value that are amortized as adjustments to yield in interest income over the contractual or estimated remaining lives of the underlying assets; (2) interest income and interest expense related to consolidated trusts with beneficial interests owned by third parties, which are presented on Farmer Mac's consolidated balance sheets as "Loans held for investment in consolidated trusts, at amortized cost;" and (3) beginning January 1, 2018, the fair value changes of financial derivatives and the corresponding assets and liabilities designated in a fair value hedge relationship. Net effective spread also principally differs from net interest income and net interest yield because it includes: (1) the accrual of income and expense related to the contractual amounts due on financial derivatives that are not designated in hedge relationships; and (2) the net effects of terminations or net settlements on financial derivatives.



Investment Highlights

Quality Assets

- 90-Day delinquencies of only **0.24%** across all lines of business
- Cumulative Farm & Ranch lifetime losses of only **0.12%**

Funding Advantage

- Issue at **narrow**, Government Sponsored Enterprise (GSE) spreads to U.S. Treasuries
- E.g., 10-year U.S. Treasury **+0.20%** as of September 30, 2021

Growth Prospects

- Ag productivity **must double** to meet expected global demand
- 5.7% share of an **~\$296 billion** and growing U.S. ag mortgage market

Operational Efficiency

- Overhead / outstanding business volume **~30 bps**
- **~\$800,000 earnings** per employee in 2020

Quality, Recurring Earnings

- **99%** of total revenues is recurring net effective spread and fees
- Outstanding business volume **CAGR of 10.3%** (2000 to 2020)

Strong Returns, Responsible Growth

- Core earnings **ROE ~16%** in 2020 and consistent net effective spread
- Increased quarterly dividend payments for **10 consecutive years**



A Mission-Driven, For-Profit Company

Our Mission

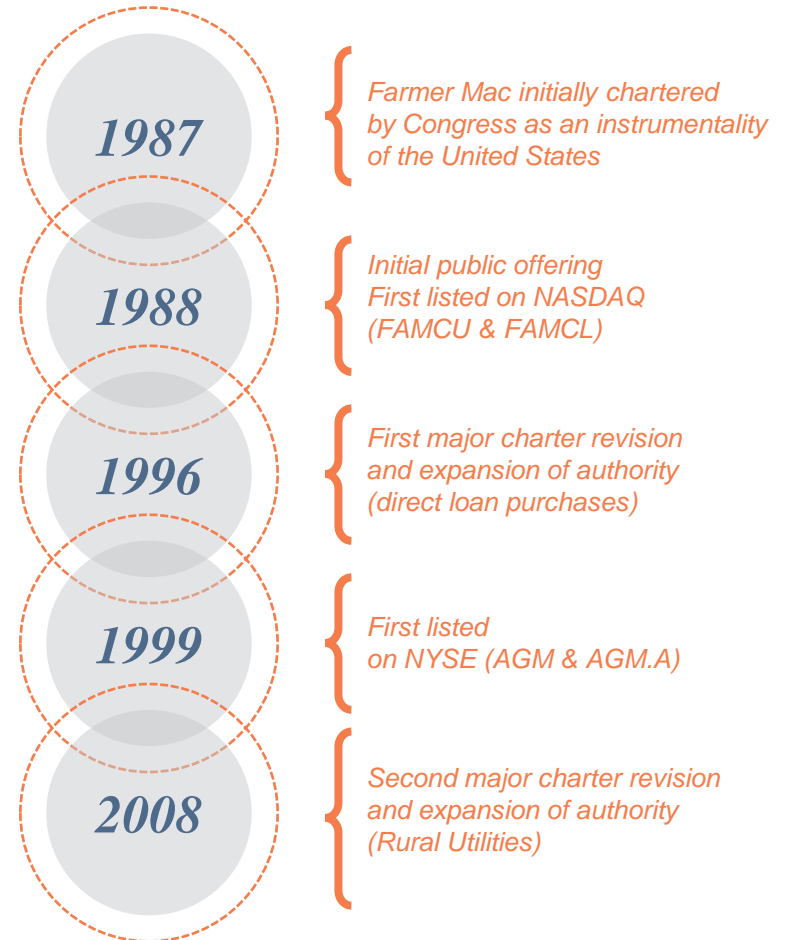
Farmer Mac is committed to help build a strong and vital rural America by increasing the availability and affordability of credit for the benefit of American agricultural and rural communities

Our Stakeholders

- Farmers, ranchers and rural communities
- Employees
- Stockholders
- Financial Institutions & Cooperatives
- Congress
- Regulators

Our Corporate Social Responsibility

- To help create sustainable, vibrant rural American communities
- We achieve this by conducting our business
 - With absolute integrity
 - By holding ourselves to high ethical standards
 - By promoting a diverse, respectful, and inclusive culture
 - By adopting an Environmental, Social, Governance (ESG) policy statement



Executive Leadership



Bradford T. Nordholm

President & Chief Executive Officer

- 40+ years of agricultural and energy finance experience
- Joined Farmer Mac in October 2018 from Starwood Energy Group, a leading private investment firm where he served as CEO and later as Vice Chairman
- Prior experience includes CEO of US Central and management positions at National Cooperative and within the Farm Credit System



Aparna Ramesh

Executive Vice President – Chief Financial Officer & Treasurer

- 20+ years of experience in mission-oriented finance roles
- Joined Farmer Mac in January 2020 from Federal Reserve Bank of Boston, where she previously served as Senior Vice President and Chief Financial Officer
- Prior experience includes roles spanning product management, asset-liability management and profitability within Cambridge Savings Bank and M&T Bank



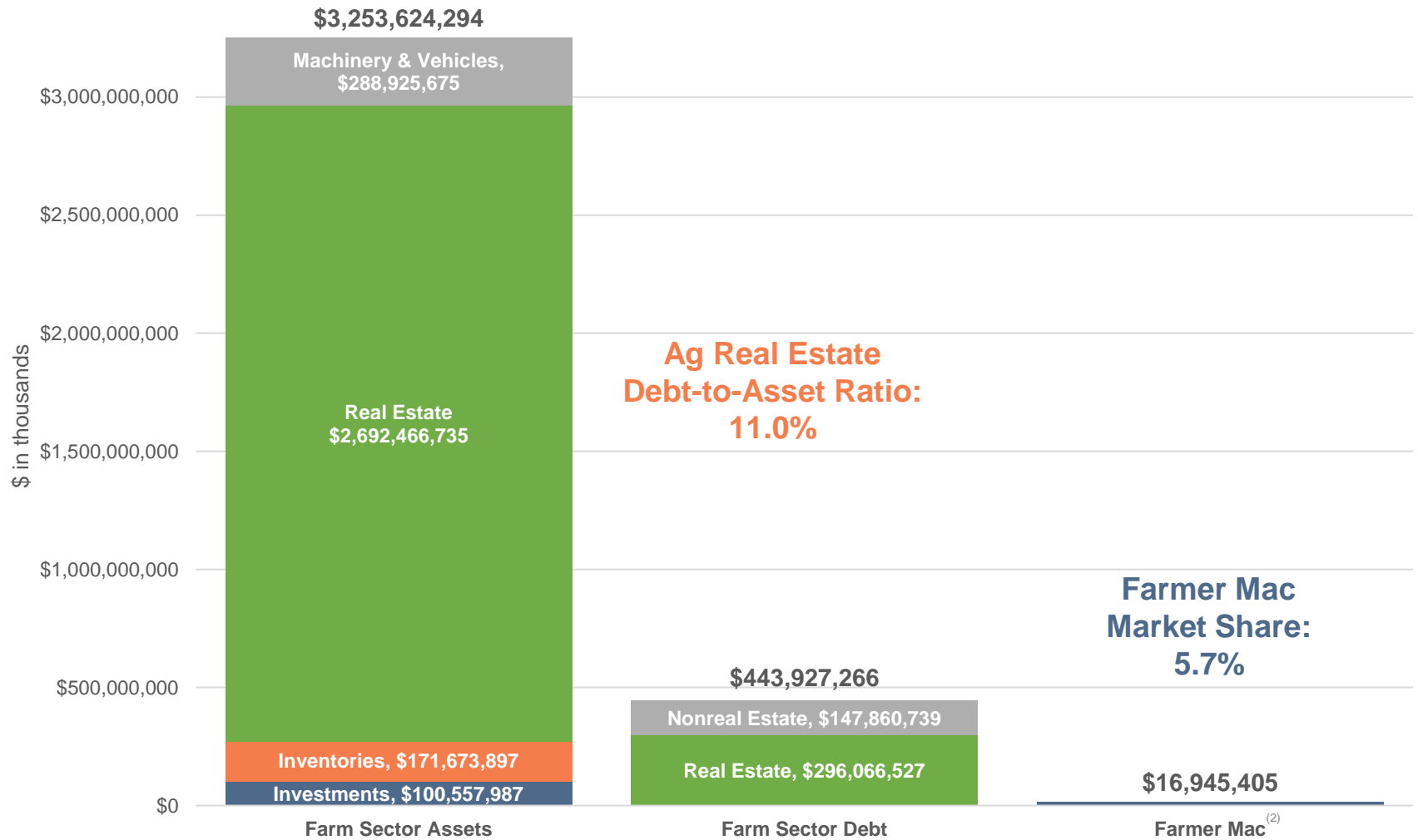
Zachary N. Carpenter

Executive Vice President – Chief Business Officer

- 14+ years of experience in agribusiness banking, capital markets, finance, and corporate strategy
- Joined Farmer Mac in May 2019 from CoBank, where he previously served as Managing Director and Sector Vice President of its Corporate Agribusiness Banking Group
- Prior experience includes Executive Director in CoBank's Capital Markets division and Vice President in Finance and Corporate Strategy at Goldman Sachs



U.S. Agricultural Balance Sheet ⁽¹⁾



Central to a Large Addressable Ag Mortgage Market ⁽³⁾

FARMER  AC

(FCS Secondary Market GSE)

\$16.9 Billion
(5.7% Market Share)

Loan Purchase
Wholesale Funding
Credit Protection

Farm Credit System (FCS)

(Cooperative GSE)

- Four FCS Banks
- 67 Retail Agricultural Credit Associations

Mortgage Financing

Addressable Agriculture Mortgage Market

\$296 Billion

{Farmers & Ranchers}

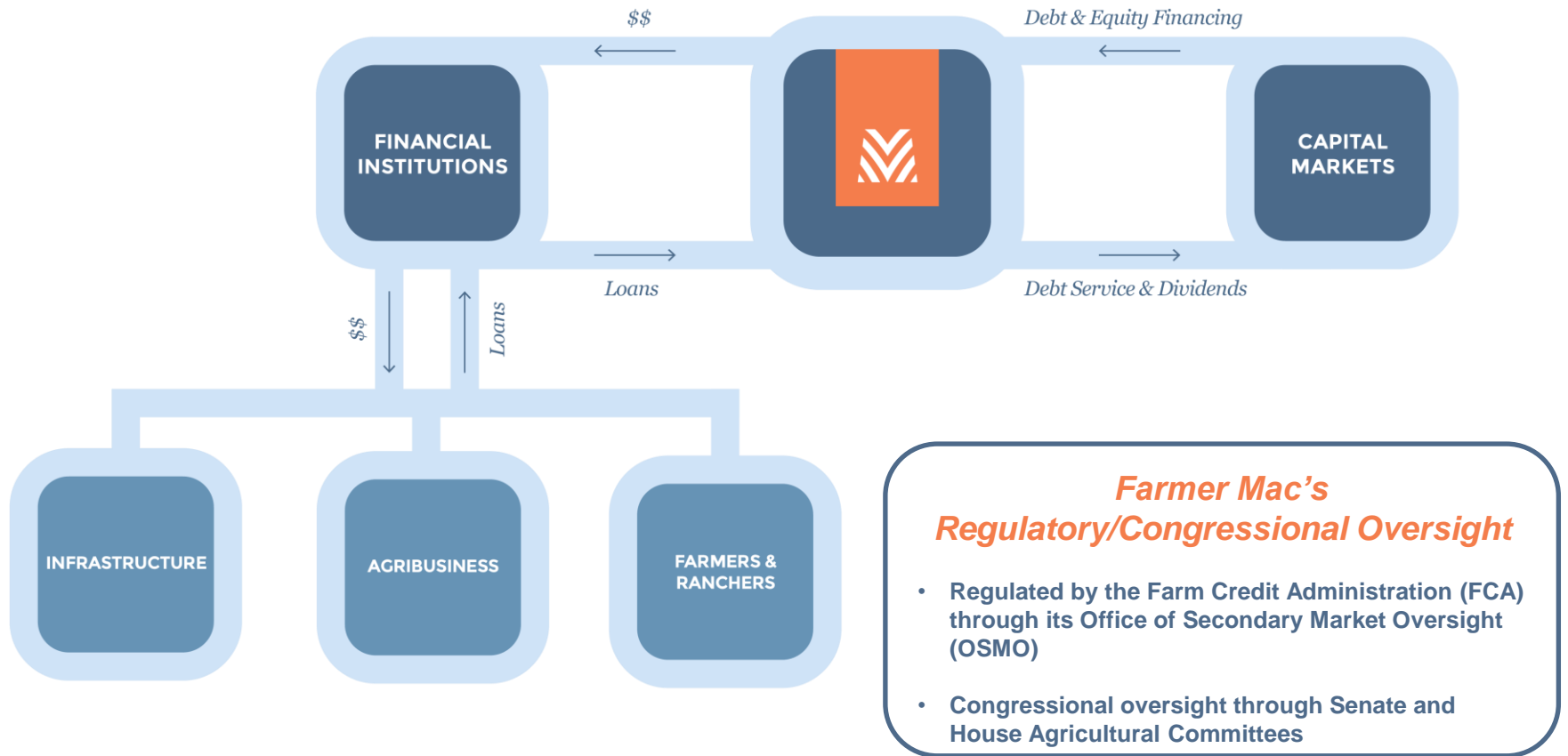
Mortgage Financing

Non-FCS Ag Lenders

- Insurance Companies
- Ag Banks
- Non-Bank Lenders



Farmer Mac's Operating Model



Operating model excludes issued agricultural mortgage-backed securities and long-term standby purchase commitment credit protection components of our business.

Growth Opportunities

Broaden Farmer Mac's Market

Evaluating opportunities not currently being pursued by Farmer Mac

- New lines of business
- New products

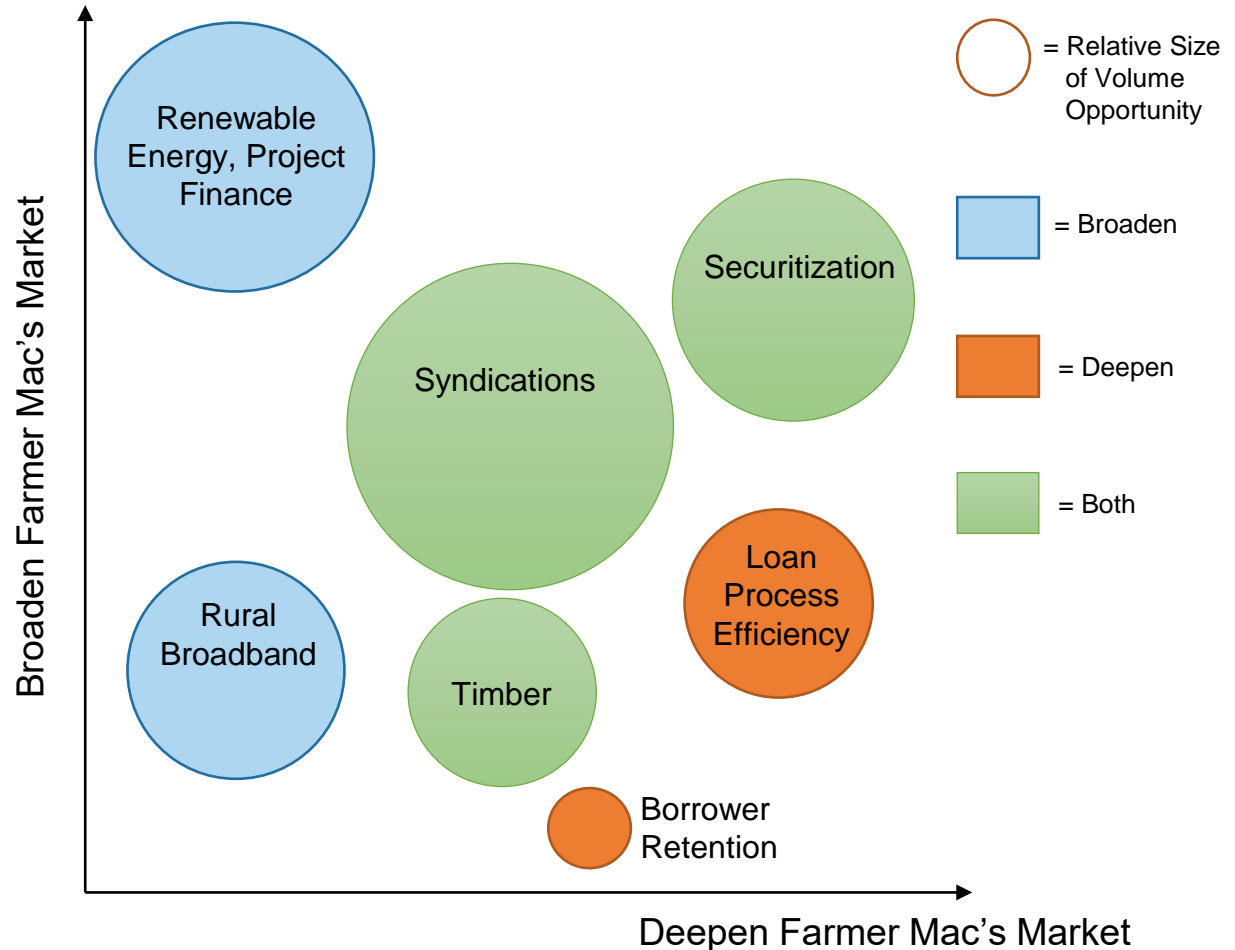
Deepen Farmer Mac's Market

Improving processes and operating practices

- Customer interaction
- Transaction processes
- Existing loan features and pricing

Securitization Update

- Closed \$302.7 million agricultural mortgage-backed securitization transaction on Oct. 14, 2021
- Exemplifies Farmer Mac's core mission to lower costs for the end borrower and improve credit availability in rural America



Lines of Business and Products

AS OF SEPTEMBER 30, 2021

Product Type

Target Customers

Lines of Business

\$ IN BILLIONS AND PERCENTAGE OF TOTAL VOLUME

Product Type	Target Customers	Lines of Business				
		F & R	USDA	RU	IC	Total
• LOAN PURCHASES	• Ag Banks					
	• FCS Institutions	\$6.8	\$2.7	\$2.2	--	\$11.7
	• Insurance Companies	30%	12%	10%		52%
	• Rural Utilities Cooperatives					
WHOLESALE FINANCING	• Ag Banks	--	--	--	\$8.1	\$8.1
• AgVantage	• Ag Investment Funds				35%	35%
• Farm Equity AgVantage	• Insurance Companies					
	• Rural Utilities Cooperatives					
CREDIT PROTECTION	• FCS Institutions	\$2.7	--	\$0.6	--	\$3.2
• Long-term Standby Purchase Commitments (LTSPCs)	• Ag Banks	11%		2%		13%
	• Insurance Companies					
	• Ag Investment Funds					
	• Rural Utilities Cooperatives					
	Total	\$9.4	\$2.7	\$2.8	\$8.1	\$23.1

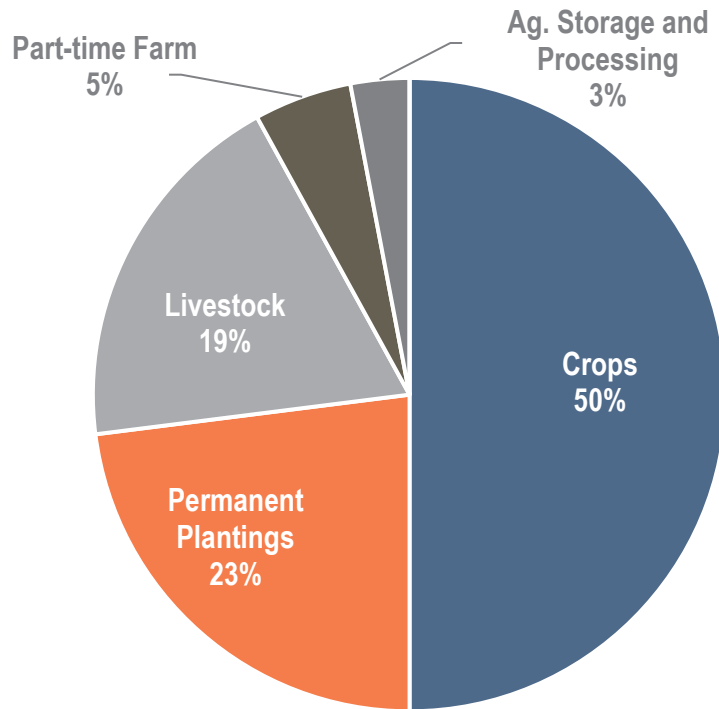
Note: Table may not sum to total due to rounding



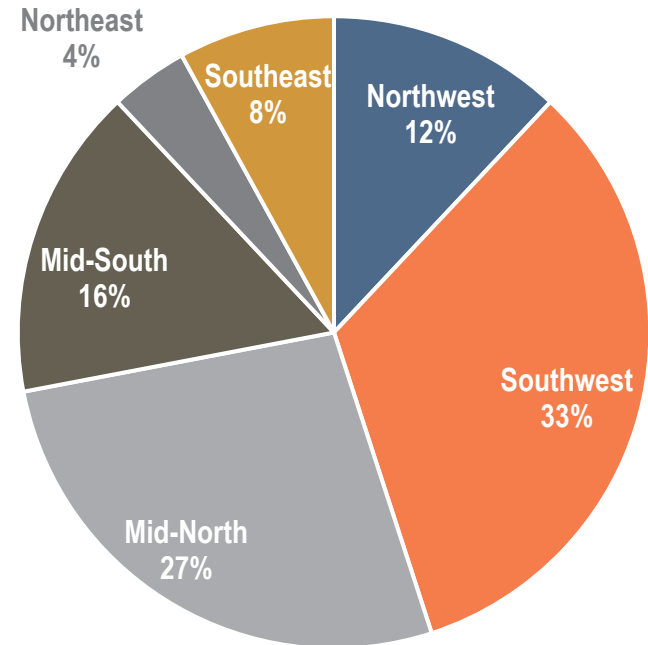
Farm & Ranch Loan Portfolio Diversification

AS OF SEPTEMBER 30, 2021

By Commodity Type



By Geographic Region



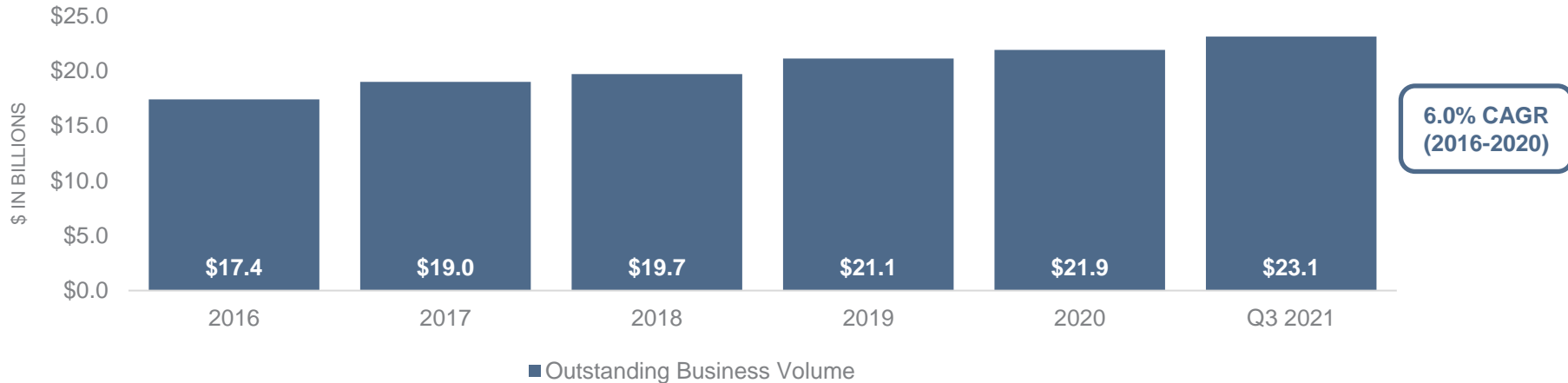
Agricultural Update⁽⁴⁾

- USDA projections for 2021 net farm income lowered to \$128.3 billion from \$134.7 billion to reflect latest World Agricultural Supply and Demand Estimates (WASDE) data indicating lower prices.
- USDA data indicate that average farm real estate values increased 7% in 2021 over 2020 levels.

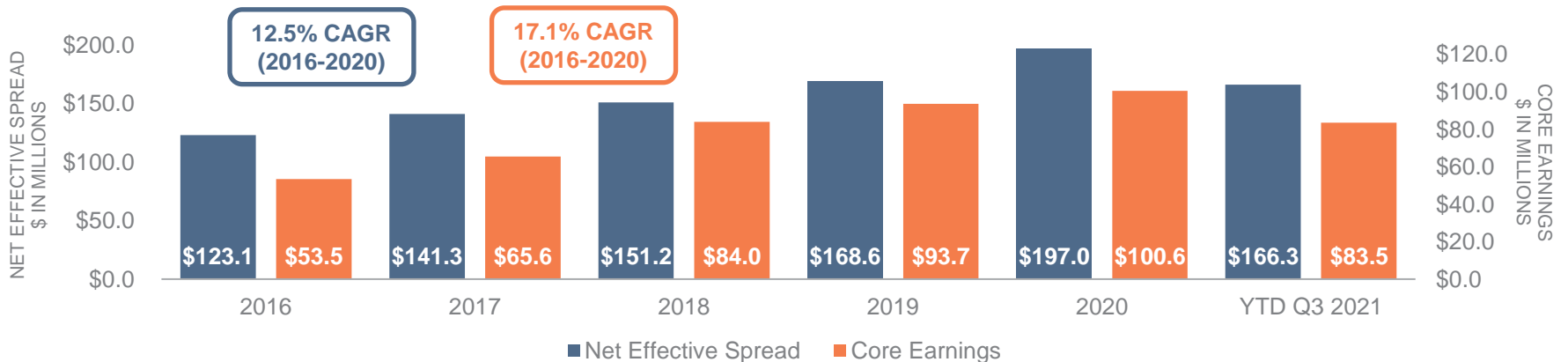


Growing, Recurring, High-Quality Earnings

Outstanding Business Volume



Net Effective Spread & Core Earnings



Core earnings and net effective spread are non-GAAP measures. For more information on the use of these non-GAAP measures, please see page 3. For a reconciliation of core earnings to GAAP net income attributable to common stockholders and a reconciliation of net effective spread to GAAP net interest income, please refer to pages 27-28 of the Appendix.

Quality Earnings Drives Strong Dividends



Farmer Mac Uses Proven, Rigorous Underwriting

Industry-leading credit requirements

- Total debt coverage ratio of at least 1.25x
- **LTVs average 40% to 45% on mortgages purchased**
- Minimum borrower net equity of 50%

Credits are less likely to default

- Focus on repayment capacity through stressed inputs
- **Not a “lender of last resort”**
- Farm Credit Administration is our safety and soundness regulator

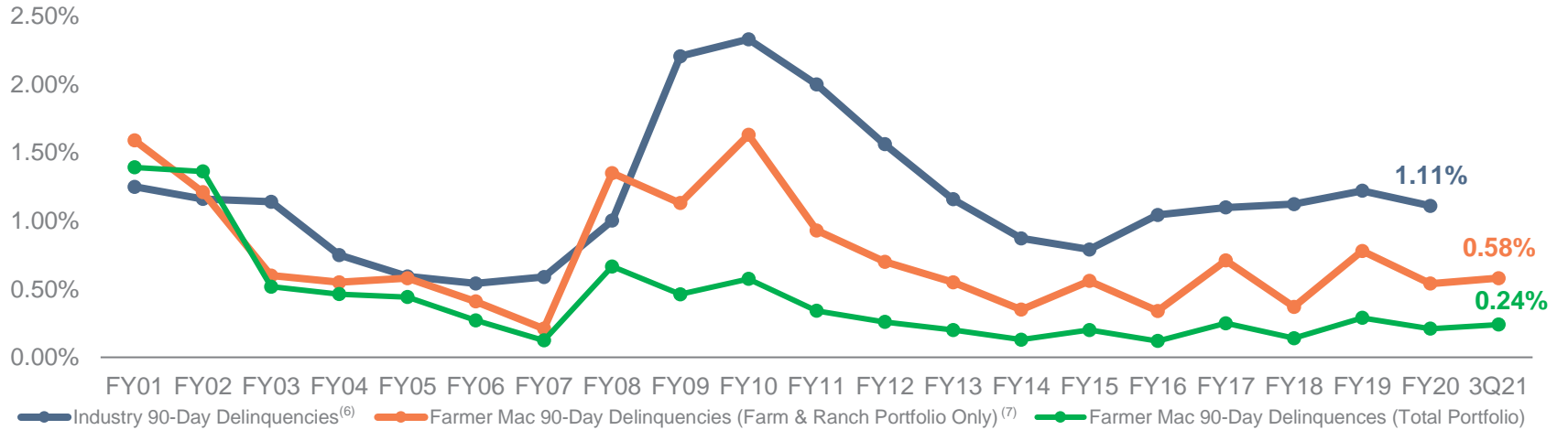
Losses less likely even in default

- **Average portfolio LTV of 48% as of September 30, 2021**
- Land values need to decline >52% to generate material losses across F&R portfolio
- “Stress scenario” losses of 17% to 48%
- 1980s crisis saw land value declines of ~23%⁽⁵⁾

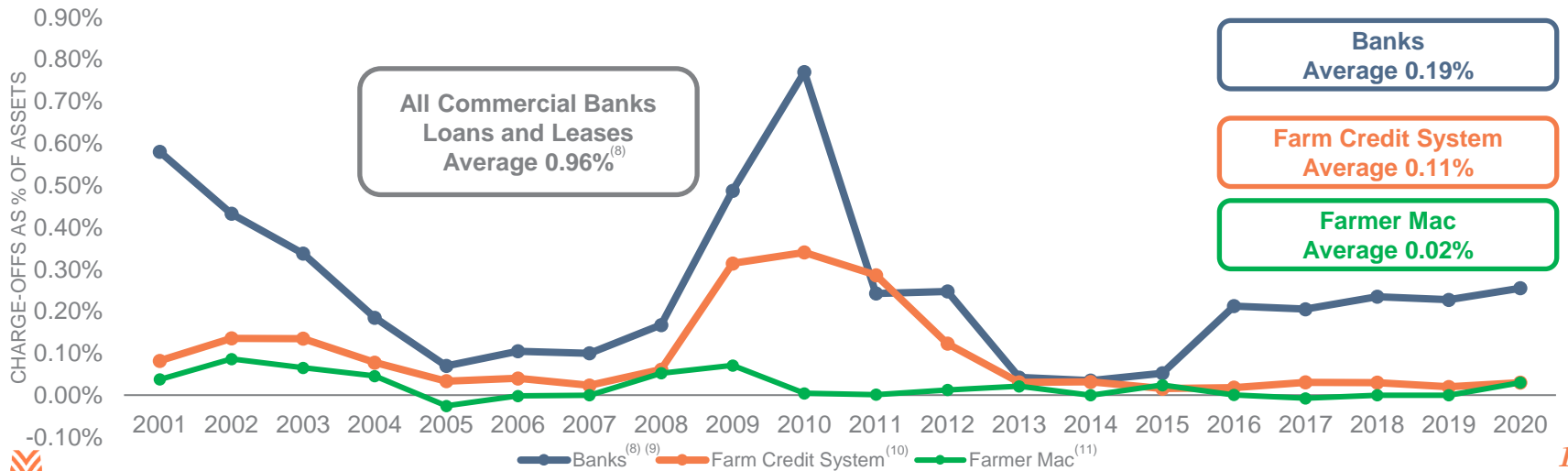


Credit Consistently Outperforms

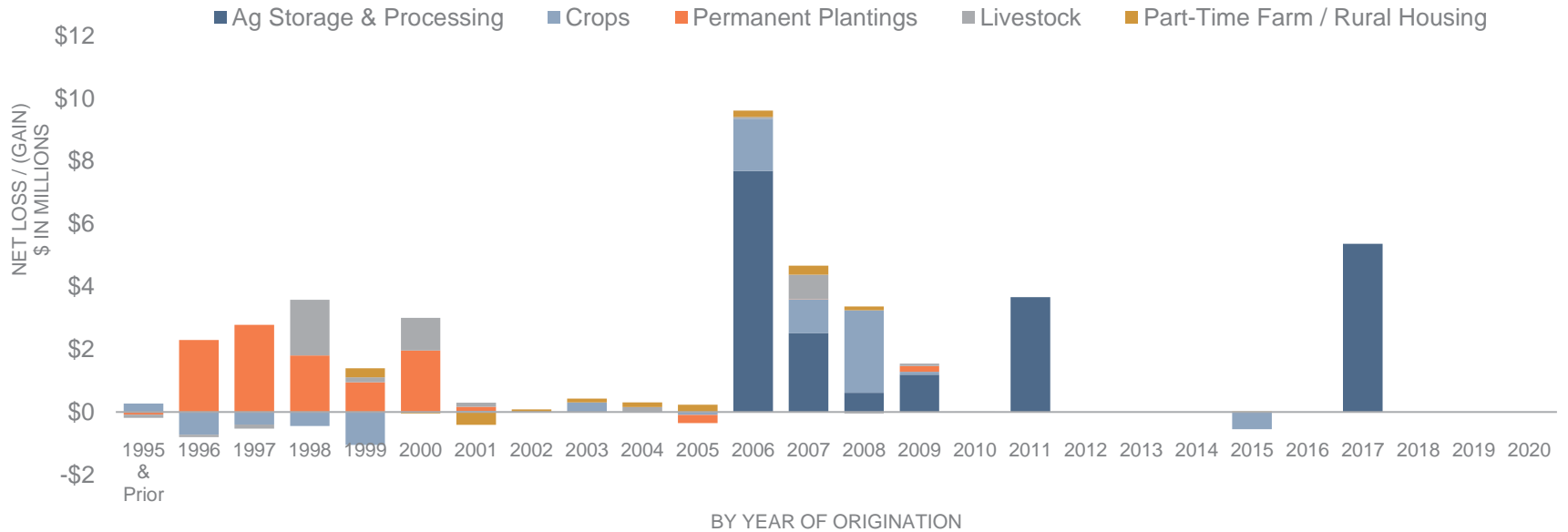
90-Day Delinquencies



Agricultural Lender Charge-off Rates



Historical Credit Losses



Farm & Ranch line of business has historical cumulative losses of 0.12%, or less than 1bp per year

- Cumulative F&R losses of \$39 million on \$32 billion of cumulative F&R historical business volume

Farmer Mac’s Rural Utilities, USDA Guarantees, and Institutional Credit lines of business have not had any credit losses to date

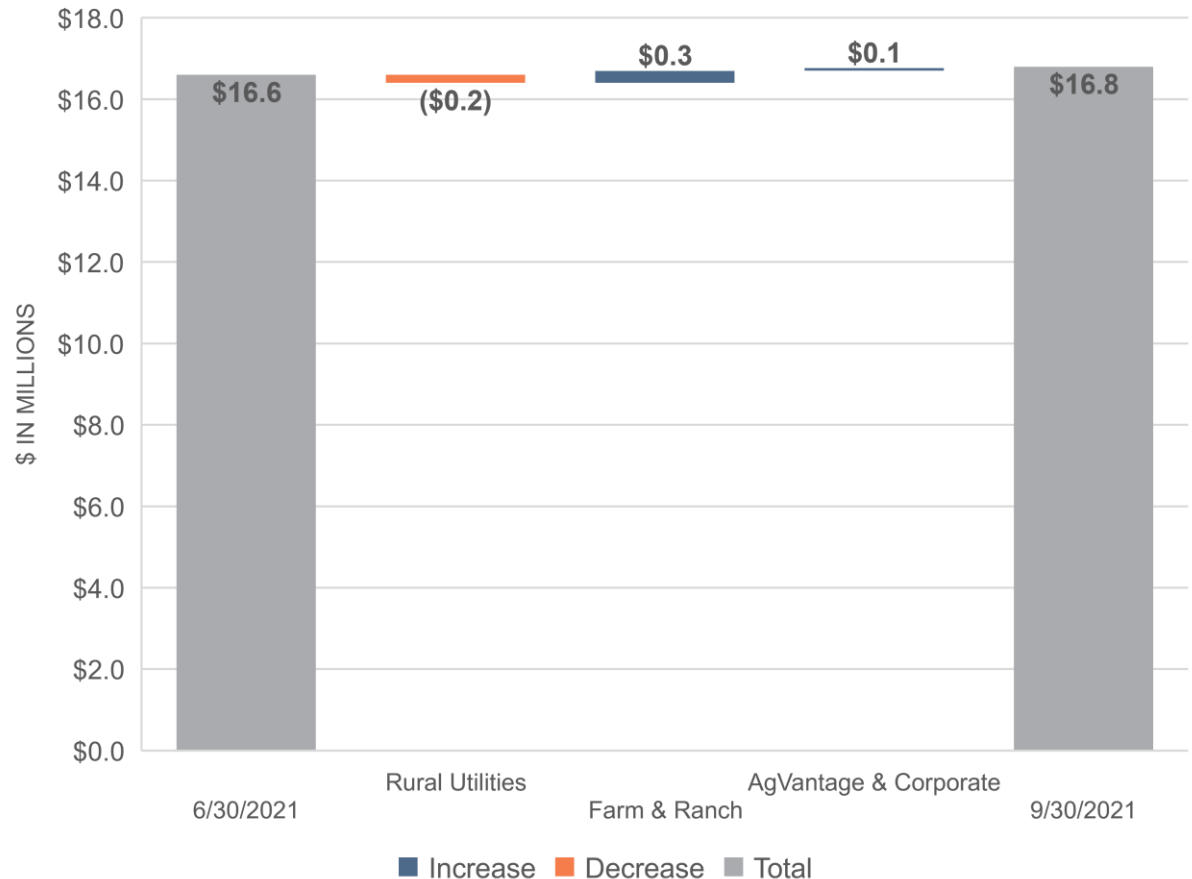


Allowance for Losses – Quarterly

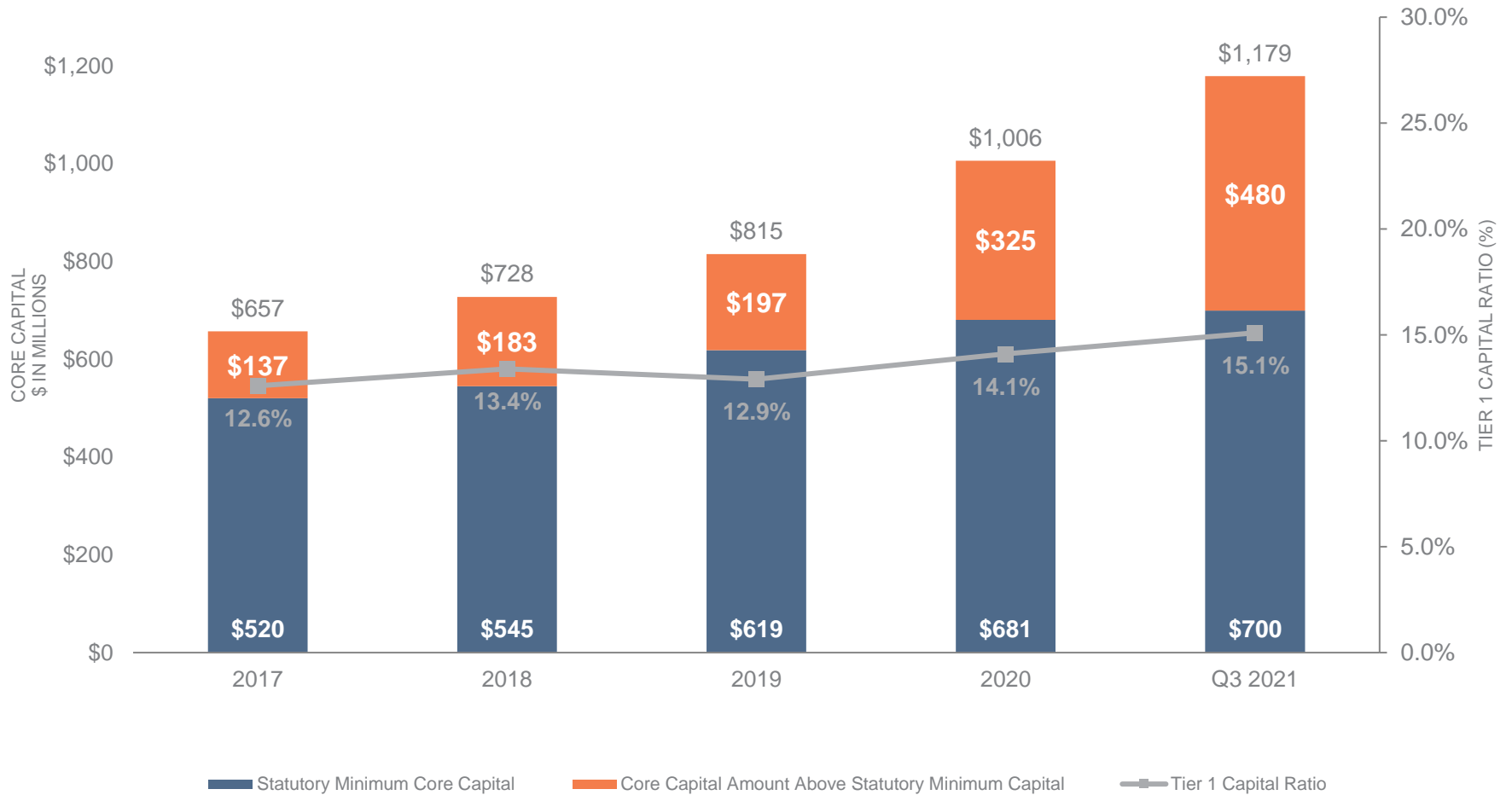
Farmer Mac recorded a \$0.2 million provision in its total allowance for losses in the third quarter.

- \$0.2 million release from the allowance for the Rural Utilities portfolio due to improving economic fact forecasts
- \$0.4 million provision to the allowance for the Farm & Ranch portfolio due to a decline in the economic factor forecast for commodity prices in the fruit and nuts portfolio

June 30, 2021 to September 30, 2021 Allowance Fluctuation



Strong and Growing Equity Capital Base



Statutory Minimum Core Capital defined as total stockholders' equity less accumulated other comprehensive income.

Securitization Transaction & Structure

On October 14, 2021, Farmer Mac closed a \$302.7 million securitization of agricultural mortgage-backed securities

- Underlying mortgage pool consisted of 384 loans
- Loans underwritten to Farmer Mac’s standards
- Acquired by Farmer Mac between July 2019 and December 2020
- Gross pool note rate of 3.48%
- Weighted Average life of 7.6 years

Class A Tranche
 \$280 million or 92.5% of pool
 Farmer Mac Guaranteed P&I

Class B Tranche
 \$22.7 million or 7.5% of pool

Trustee Fee:
~3 bps

Farmer Mac
Guarantee
Fee:
~40 bps

Farmer Mac
Master
Servicing Fee:
~20 bps
(market rate)

Excess
Interest:
~67 bps
Held by FM

Trustee Fee:
~3 bps

Farmer Mac
Master
Servicing Fee:
~20 bps
(market rate)



Investment Highlights

Quality Assets

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Funding Advantage

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- E.g., 10-year U.S. Treasury **+0.20%** as of September 30, 2021

Growth Prospects

- Ag productivity **must double** to meet expected global demand
- 5.7% share of an **~\$296 billion** and growing U.S. ag mortgage market

Operational Efficiency

- Overhead / outstanding business volume **~30 bps**
- **~\$800,000 earnings** per employee in 2020

Quality, Recurring Earnings

- **99%** of total revenues is recurring net effective spread and fees
- Outstanding business volume **CAGR of 10.3%** (2000 to 2020)

Strong Returns, Responsible Growth

- Core earnings **ROE ~16%** in 2020 and consistent net effective spread
- Increased quarterly dividend payments for **10 consecutive years**





Appendix

Key Company Metrics

<i>(\$ in thousands, except per share amounts)</i>	Q3 2021 YTD	2020	2019	2018	2017
Core Earnings	\$83,543	\$100,612	\$93,742	\$84,047	\$65,631
Core Earnings per Diluted Share	\$7.71	\$9.33	\$8.70	\$7.82	\$6.08
Net Effective Spread (\$)	\$166,335	\$196,956	\$168,608	\$151,195	\$141,303
Net Effective Spread (%)	0.99%	0.93%	0.91%	0.91%	0.91%
Guarantee & Commitment Fees	\$12,896	\$19,150	\$21,335	\$20,733	\$20,350
Core Capital Above Statutory Minimum	\$479,506	\$325,400	\$196,700	\$182,600	\$136,800
Common Stock Dividends per Share	\$2.64	\$3.20	\$2.80	\$2.32	\$1.44
Outstanding Business Volume	\$23,118,791	\$21,929,095	\$21,117,942	\$19,724,525	\$19,007,311
90-Day Delinquencies	0.24%	0.21%	0.29%	0.14%	0.25%
Charge-Offs	\$0	\$5,759	\$67	\$17	\$327
Book Value per Share	\$64.51	\$59.91	\$54.80	\$49.01	\$42.59
Core Earnings Return on Equity	16%	16%	17%	17%	15%

- Core earnings, core earnings per share, and net effective spread are non-GAAP measures. For more information on the use of these non-GAAP measures, please see page 3. For a reconciliation of core earnings to GAAP net income attributable to common stockholders and core earnings per share to earnings per common share, and a reconciliation of net effective spread to GAAP net interest income, please refer to pages 27-28 of the Appendix.
- Book Value per Share excludes accumulated other comprehensive income.



Equity Capital Structure

	<i>NYSE Ticker</i>	<i>Dividend Yield</i>	<i>Shares Outstanding</i>	
COMMON STOCK	CLASS A VOTING COMMON STOCK • Ownership restricted to non-Farm Credit System financial institutions	AGM.A	3.35%	1.0 million
	CLASS B VOTING COMMON STOCK • Ownership restricted to Farm Credit System institutions	--	--	0.5 million
	CLASS C NON-VOTING COMMON STOCK • No ownership restrictions	AGM	3.24%	9.2 million
PREFERRED STOCK	SERIES C FIXED-TO-FLOATING RATE NON-CUMULATIVE PREFERRED STOCK • Option to redeem on any payment date on or after July 18, 2024 • Redemption Value: \$25 per share	AGM.PR.C	6.000%	3.0 million
	SERIES D NON-CUMULATIVE PREFERRED STOCK • Option to redeem on any payment date on or after July 17, 2024 • Redemption Value: \$25 per share	AGM.PR.D	5.700%	4.0 million
	SERIES E NON-CUMULATIVE PREFERRED STOCK • Option to redeem on any payment date on or after July 17, 2025 • Redemption Value: \$25 per share	AGM.PR.E	5.750%	3.2 million
	SERIES F NON-CUMULATIVE PREFERRED STOCK • Option to redeem on any payment date on or after October 17, 2025 • Redemption Value: \$25 per share	AGM.PR.F	5.250%	4.8 million
	SERIES G NON-CUMULATIVE PREFERRED STOCK • Option to redeem on any payment date on or after July 17, 2026 • Redemption Value: \$25 per share	AGM.PR.G	4.875%	5.0 million

- Common stock dividend annualized divided by quarter-end closing price
- Par value of annual dividend for preferred stock

Funding

Finance asset purchases with proceeds of debt issuances

- 20+ dealers
- Match-funding provides for stable net effective spread and immaterial interest rate risk

Farmer Mac's debt securities carry privileges for certain holders

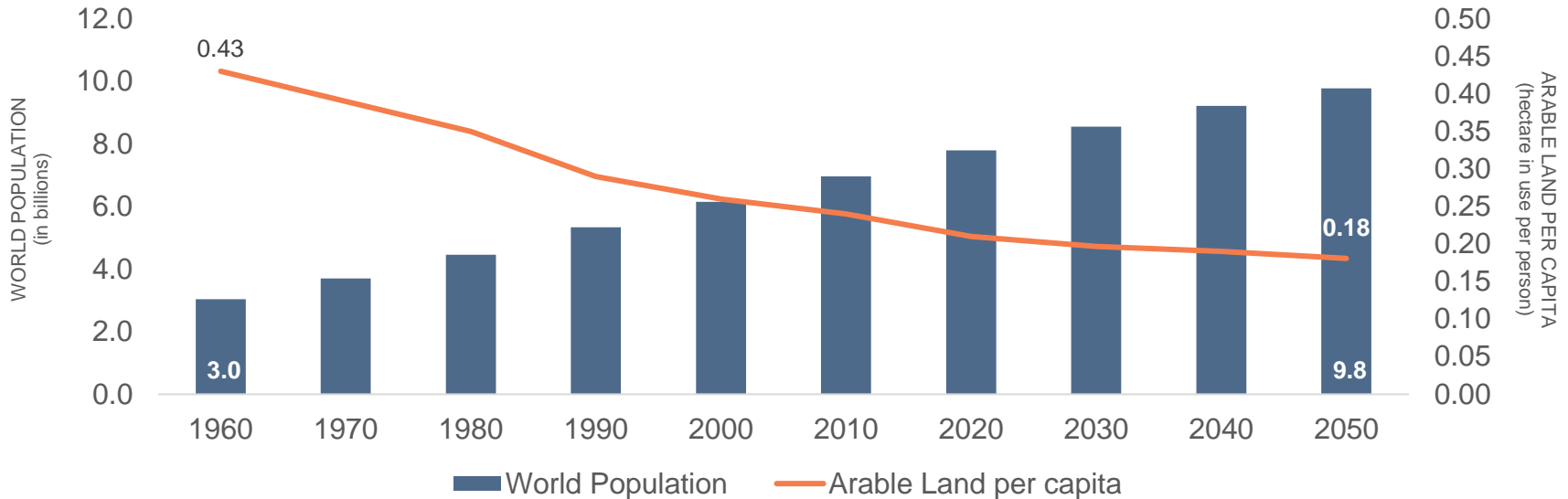
- 20% capital risk weighting
- Eligible collateral for Fed advances
- Legal investments for many federally supervised financial institutions (banks, etc.)

Debt Securities Trade at Narrow Spreads to Comparable Maturity Treasuries

MATURITY (YEARS)	3	5	7	10
SPREAD TO TREASURY (AS OF SEPTEMBER 30, 2021)	5 bps	7 bps	15 bps	20 bps



“Demand Pull” Provides Sustained Growth Opportunity ^{(12) (13)}



World population is expected to grow to 9.8 billion by 2050

- Arable land per person is expected to decline over 40% from 2005 to 2050

USDA projects a 75% increase in total production and consumption of major field crops in the same period

- 43% increase in world population
- Higher protein diets as incomes in developing countries increase

Productivity would need to nearly double by 2050 to feed the world



Reconciliation of Net Income to Core Earnings

<i>(in thousands)</i>	3Q21 YTD	Core Earnings by Period Ended			
		2020	2019	2018	2017
Net income attributable to common stockholders	\$ 77,691	\$ 89,176	\$ 93,650	\$ 94,898	\$ 71,300
Less reconciling items:					
(Losses)/gains on undesignated financial derivatives due to fair value changes	(3,890)	(3,691)	10,077	7,959	10,218
(Losses)/gains on hedging activities due to fair value changes	(4,461)	(10,019)	(9,010)	4,449	(719)
Unrealized (losses)/gains on trading assets	(39)	51	326	81	(24)
Amortization of premiums/discounts and deferred gains on assets consolidated at fair value	59	58	(122)	(461)	(1,327)
Net effects of terminations or net settlements on financial derivatives and hedging activities	923	1,236	1,089	1,708	2,674
Issuance costs on retirement of preferred stock	-	(1,667)	(1,956)	-	-
Re-measurement of net deferred tax asset due to enactment of new tax legislation	-	-	-	-	(1,365)
Income tax effect related to reconciling items	1,556	2,596	(496)	(2,885)	(3,788)
Sub-total	(5,852)	(11,436)	(92)	10,851	5,669
Core earnings	\$ 83,543	\$ 100,612	\$ 93,742	\$ 84,047	\$ 65,631

- Issuance costs on retirement of preferred stock relates to the write-off of deferred issuance costs as a result of the retirement of Series A Preferred Stock and Series B Preferred Stock.

Reconciliation of Net Interest Income to Net Effective Spread

<i>\$ in thousands</i>	For Year-Ended December 31,							
	3Q21 YTD		2020		2019		2018	
	Dollars	Yield	Dollars	Yield	Dollars	Yield	Dollars	Yield
Net interest income/yield	\$ 163,385	0.93%	\$ 190,588	0.85%	\$ 173,135	0.87%	\$ 174,436	0.96%
Net effects of consolidated trusts	(3,713)	0.02%	(6,601)	0.02%	(7,669)	0.03%	(6,757)	0.04%
Expense related to undesignated financial derivatives	3,154	0.02%	3,468	0.02%	(5,095)	-0.03%	(11,685)	-0.07%
Amortization of premiums/discounts on assets consolidated at fair value	(36)	0.00%	197	0.00%	398	0.00%	417	0.01%
Amortization of losses due to terminations or net settlements on financial derivatives and hedging activities	246	0.00%	120	0.00%	(68)	0.00%	(275)	0.00%
Fair Value Changes on fair value hedge relationships	3,299	0.02%	9,184	0.04%	7,907	0.04%	(4,941)	-0.03%
Net Effective Spread	\$ 166,335	0.99%	\$ 196,956	0.93%	\$ 168,608	0.91%	\$ 151,195	0.91%

Resources

Footnote 1: USDA Economic Research Service year end 2021F balance sheet (<https://data.ers.usda.gov/reports.aspx?ID=17835>). Farm Sector Assets and Farm Sector Debt values are forecasted values for 2021 from USDA Economic Research Service.

Footnote 2: Farmer's Mac's total excludes loan purchases, LTSPCs, and AgVantage business with rural utilities customers. Market share represents Farmer Mac's percentage of only Farm Sector Real Estate Debt outstanding.

Footnote 3: Eligible ag real estate mortgage market structure shown includes the forecast for outstanding unpaid principal balance of first lien ag mortgage assets for December 31, 2021.

Footnote 4: USDA, Economic Research Service U.S. and State-Level Farm Income and Wealth Statistic (<https://www.ers.usda.gov/data-products/farm-income-and-wealth-statistics/data-files-us-and-state-level-farm-income-and-wealth-statistics/>).

Footnote 5: USDA, National Agricultural Statistics Service (as of August 2015). Historic values are not necessarily predictive of future results or outcomes.

Footnote 6: FDIC Call Report Data & Farm Credit Funding Corp Annual Information Statements – Non-accrual real estate loans and accruing loans that are 90 days or more past due made by commercial and Farm Credit System banks (as of June 2020).

Footnote 7: Delinquencies include loans held and loans underlying off-balance sheet Farm & Ranch Guaranteed Securities and LTSPCs that are 90 days or more past due, in foreclosure, or in bankruptcy with at least one missed payment, excluding loans performing under either their original loan terms or a court-approved bankruptcy plan.

Footnote 8: Kansas City Federal Reserve Agriculture Finance Databook (<https://www.kansascityfed.org/agriculture/agfinance-updates/>).

Footnote 9: Banks' charge-off rate is a percentage of agricultural loan assets.

Footnote 10: Farm Credit Banks Funding Corporation Annual Information Statements; Farm Credit System's charge-off rate is the percentage of total loans and guarantees.

Footnote 11: Farmer Mac's charge-off rate is the percentage of total loans and guarantees.

Footnote 12: USDA, Economic Research Service Global Drivers of Agricultural Demand and Supply, September 2014.

Footnote 13: Food and Agriculture Organization of the United Nations, "World Agriculture Towards 2030/2050," June 2012.

