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, 2021, filed with the U.S. Securities and Exchange Commission (“SEC”) on February 28, 2022. 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 December 31, 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.

NO OFFER OR SOLICITATION OF SECURITIES

This presentation does not constitute an offer to sell or a solicitation of an offer to buy any Farmer Mac security. Farmer Mac securities are offered only in jurisdictions where permissible by offering documents available through qualified securities dealers. Any investor who is considering purchasing a Farmer Mac security should consult the applicable offering documents for the security and their own financial and legal advisors for information about and analysis of the security, the risks associated with the security, and the suitability of the investment for the investor’s particular circumstances.

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Use of Non-GAAP Financial Measures

This presentation is for general informational purposes only, is current only as of December 31, 2021 and should be read in conjunction with Farmer Mac’s Annual Report on Form 10-K filed with the SEC on February 28, 2022. 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 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 **0.20%** across all lines of business
- Cumulative Agricultural Finance Mortgage Loans lifetime losses of only **0.11%**

## Funding Advantage
- Issue at **narrow** Government Sponsored Enterprise (GSE) spreads to U.S. Treasuries
- E.g., 10-year U.S. Treasury **+0.34%** as of December 31, 2021

## Growth Prospects
- Ag productivity **must double** to meet expected global demand
- 5.8% share of an **~$302 billion** and growing U.S. ag mortgage market

## Operational Efficiency
- Overhead / outstanding business volume **~30 bps**
- **~$700,000 earnings** per employee in 2021

## Quality, Recurring Earnings
- Greater than **90%** of total revenues is recurring net effective spread and fees
- Outstanding business volume **CAGR of 10%** (2000 to 2021)

## Strong Returns, Responsible Growth
- Core earnings **ROE ~16%** in 2021 and consistent net effective spread
- Increased quarterly dividend payments for **11 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*

- 15+ 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

### Farm Sector Assets 2021 Forecast

<table>
<thead>
<tr>
<th>Category</th>
<th>Value in Thousands</th>
</tr>
</thead>
<tbody>
<tr>
<td>Investments</td>
<td>$102,907,291</td>
</tr>
<tr>
<td>Inventories</td>
<td>$184,948,454</td>
</tr>
<tr>
<td>Machinery &amp; Vehicles</td>
<td>$289,097,805</td>
</tr>
<tr>
<td>Real Estate</td>
<td>$2,693,379,619</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>$3,270,333,169</strong></td>
</tr>
</tbody>
</table>

### Farm Sector Debt 2021 Forecast

<table>
<thead>
<tr>
<th>Category</th>
<th>Value in Thousands</th>
</tr>
</thead>
<tbody>
<tr>
<td>Real Estate</td>
<td>$301,704,260</td>
</tr>
<tr>
<td>Nonreal Estate</td>
<td>$152,616,292</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>$454,320,552</strong></td>
</tr>
</tbody>
</table>

**Ag Real Estate Debt-to-Asset Ratio:** 11.2%

**Farmer Mac Market Share:** 5.8%
Central to a Large Addressable Ag Mortgage Market

Farm Credit System (FCS) (Cooperative GSE)
- Four FCS Banks
- 67 Retail Agricultural Credit Associations

Addressable Agriculture Mortgage Market
$302 Billion
(Farmers & Ranchers)

Non-FCS Ag Lenders
- Insurance Companies
- Ag Banks
- Non-Bank Lenders

FARMER MAC
(FCS Secondary Market GSE)
$17.6 Billion
(5.8% Market Share)
Agricultural Finance Line of Business
(Farm & Ranch and Corporate AgFinance)
Farmer Mac’s Operating Model

Farmer Mac’s Regulatory/Congressional Oversight

- Regulated by the Farm Credit Administration (FCA) through its Office of Secondary Market Oversight (OSMO)
- Congressional oversight through Senate and House Agricultural Committees

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 $299.4 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

**AS OF DECEMBER 31, 2021**

<table>
<thead>
<tr>
<th>Line of Business</th>
<th>Segment</th>
<th>Spread Income Products</th>
<th>Fee Income Products</th>
<th>Volume ($ in billions)</th>
<th>Q4 Net Effective Spread (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Agricultural Finance</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Farm &amp; Ranch</td>
<td>Loans</td>
<td></td>
<td>LTSPCs</td>
<td>$16.1</td>
<td>0.99%</td>
</tr>
<tr>
<td></td>
<td>AgVantage</td>
<td></td>
<td>Guaranteed Securities Loans</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Securities</td>
<td></td>
<td>Serviced for Others</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>USDA</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Corporate AgFinance</td>
<td>Loans</td>
<td></td>
<td>Unfunded loan commitments</td>
<td>$1.5</td>
<td>1.84%</td>
</tr>
<tr>
<td></td>
<td>AgVantage</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Securities</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Rural Infrastructure</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Rural Utilities</td>
<td>Loans</td>
<td></td>
<td>LTSPCs</td>
<td>$5.9</td>
<td>0.19%</td>
</tr>
<tr>
<td></td>
<td>AgVantage</td>
<td></td>
<td>Unfunded loan commitments</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Securities</td>
<td></td>
<td>Guaranteed Securities Loans</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Renewable Energy</td>
<td>Loans</td>
<td></td>
<td>Unfunded loan commitments</td>
<td>$0.1</td>
<td>1.53%</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Treasury</strong></td>
<td>Funding</td>
<td></td>
<td></td>
<td></td>
<td>0.28%</td>
</tr>
<tr>
<td></td>
<td>Investments</td>
<td></td>
<td></td>
<td></td>
<td>0.01%</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td>$23.6</td>
<td>0.94%</td>
</tr>
</tbody>
</table>
Treasury/Investments Segment

AS OF DECEMBER 31, 2021

Treasury segment includes the financial results of the company’s funding, liquidity, and capital allocation strategies and operations.

Liquidity & Investment Portfolio
Maintain investment portfolio to provide back-up source of liquidity in excess of regulatory requirements
• $4.8 billion as of December 31, 2021
• Investments net effective spread of 0.01%

Benefits from Asset-Liability Management Strategies
Leverage a funds transfer pricing process to allocate interest expense to each segment, and allocate the costs and benefits of hedging strategies to the Treasury segment

Liquidity Portfolio

Cash & Equiv. 19.0%
Guar. by GSEs and U.S. Gov’t Agencies 80.6%
Asset-Backed Securities 0.4%
Agricultural Finance Loan Portfolio Diversification

AS OF DECEMBER 31, 2021

By Commodity Type
- Crops: 50%
- Permanent Plantings: 22%
- Livestock: 19%
- Part-time Farm: 5%
- Ag. Storage and Processing: 4%

By Geographic Region
- Southwest: 32%
- Northwest: 13%
- Mid-South: 15%
- Mid-North: 27%
- Northeast: 4%
- Southeast: 9%

Agricultural Update
- USDA’s Farm Income and Wealth Statistics forecast estimate $136.2 billion for net cash incomes in 2022, in-line with 2021 incomes.
- The decline in government payments are forecast to be almost entirely offset by increases in net cash receipt and farm-related income.
Growing, Recurring, High-Quality Earnings

Outstanding Business Volume

Net Effective Spread & Core Earnings

CAGR is defined as Compound Annual Growth Rate.
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 29-30 of the Appendix.
Quality Earnings Drives Strong Dividends

Increased quarterly dividend payments for 11 consecutive years
FARMER MAC

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 47% as of December 31, 2021
- Land values need to decline >53% to generate material losses across Agricultural Finance mortgage loans portfolio
- “Stress scenario” losses of 17% to 48%
- 1980s crisis saw land value declines of ~23%\(^{(5)}\)
Credit Consistently Outperforms

90-Day Delinquencies

- Industry 90-Day Delinquencies
- Farmer Mac 90-Day Delinquencies (Agricultural Finance Mortgage Loans Portfolio Only)
- Farmer Mac 90-Day Delinquencies (Total Portfolio)

Agricultural Lender Charge-off Rates

- All Commercial Banks Loans and Leases
- Banks
- Farm Credit System
- Farmer Mac
Historical Credit Losses

Agricultural Finance Mortgage Loans have historical cumulative losses of 0.11%, or less than 1bp per year

- Cumulative Agricultural Finance Mortgage Loan losses of $38 million on $33 billion of cumulative Agricultural Finance Mortgage Loans historical business volume

Farmer Mac has not reported any credit losses to date in any products other than Agricultural Finance Mortgage Loans.
Farmer Mac recorded a $1.4 million release in its total allowance for losses in the fourth quarter.

- $0.2 million release from the allowance for the Rural Infrastructure portfolio due to improving economic factor forecasts.

- $1.2 million release from the allowance for the Agricultural Finance portfolio primarily due to a recovery on the payoff of the agricultural storage and processing loan secured by a specialized poultry facility.
Farmer Mac recorded a $2.2 million release in its total allowance for losses in 2021.

- $0.2 million provision to the allowance for the Rural Infrastructure portfolio due to the impact of the Texas Artic Freeze, partially offset by the impact of improving economic factor forecasts.

- $2.4 million release from the allowance for the Agricultural Finance portfolio due to a recovery on the payoff of the agricultural storage and processing loan secured by a specialized poultry facility.
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 $299.4 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
$277 million or 92.5% of pool
Farmer Mac Guaranteed P&I

- 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

Class B Tranche
$22.4 million or 7.5% of pool

- Trustee Fee: ~3 bps
- Farmer Mac Master Servicing Fee: ~20 bps (market rate)
Investment Highlights

**Quality Assets**
- 90-Day delinquencies of only **0.20%** across all lines of business
- Cumulative Agricultural Finance Mortgage Loans lifetime losses of only **0.11%**

**Funding Advantage**
- Issue at **narrow**, Government Sponsored Enterprise (GSE) spreads to U.S. Treasuries
  - E.g., 10-year U.S. Treasury **+0.34%** as of December 31, 2021

**Growth Prospects**
- Ag productivity **must double** to meet expected global demand
- 5.8% share of an **~$302 billion** and growing U.S. ag mortgage market

**Operational Efficiency**
- Overhead / outstanding business volume **~30 bps**
- **~$700,000 earnings** per employee in 2021

**Quality, Recurring Earnings**
- Greater than **90%** of total revenues is recurring net effective spread and fees
- Outstanding business volume **CAGR of 10%** (2000 to 2021)

**Strong Returns, Responsible Growth**
- Core earnings **ROE ~16%** in 2021 and consistent net effective spread
- Increased quarterly dividend payments for **11 consecutive years**
## Key Company Metrics

($ in thousands, except per share amounts)

<table>
<thead>
<tr>
<th></th>
<th>2021</th>
<th>2020</th>
<th>2019</th>
<th>2018</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Core Earnings</td>
<td>$113,570</td>
<td>$100,612</td>
<td>$93,742</td>
<td>$84,047</td>
<td>$65,631</td>
</tr>
<tr>
<td>Core Earnings per Diluted Share</td>
<td>$10.47</td>
<td>$9.33</td>
<td>$8.70</td>
<td>$7.82</td>
<td>$6.08</td>
</tr>
<tr>
<td>Net Effective Spread ($)</td>
<td>$220,668</td>
<td>$196,956</td>
<td>$168,608</td>
<td>$151,195</td>
<td>$141,303</td>
</tr>
<tr>
<td>Net Effective Spread (%)</td>
<td>0.98%</td>
<td>0.93%</td>
<td>0.91%</td>
<td>0.91%</td>
<td>0.91%</td>
</tr>
<tr>
<td>Guarantee &amp; Commitment Fees</td>
<td>$17,533</td>
<td>$19,150</td>
<td>$21,335</td>
<td>$20,733</td>
<td>$20,350</td>
</tr>
<tr>
<td>Core Capital Above Statutory Minimum</td>
<td>$486,800</td>
<td>$325,400</td>
<td>$196,700</td>
<td>$182,600</td>
<td>$136,800</td>
</tr>
<tr>
<td>Common Stock Dividends per Share</td>
<td>$3.52</td>
<td>$3.20</td>
<td>$2.80</td>
<td>$2.32</td>
<td>$1.44</td>
</tr>
<tr>
<td>Outstanding Business Volume</td>
<td>$23,614,463</td>
<td>$21,929,095</td>
<td>$21,117,942</td>
<td>$19,724,525</td>
<td>$19,007,311</td>
</tr>
<tr>
<td>90-Day Delinquencies</td>
<td>0.20%</td>
<td>0.21%</td>
<td>0.29%</td>
<td>0.14%</td>
<td>0.25%</td>
</tr>
<tr>
<td>Recovery/(Charge-Offs)</td>
<td>$1,054</td>
<td>($5,759)</td>
<td>($67)</td>
<td>($17)</td>
<td>($327)</td>
</tr>
<tr>
<td>Book Value per Share</td>
<td>$66.51</td>
<td>$59.91</td>
<td>$54.80</td>
<td>$49.01</td>
<td>$42.59</td>
</tr>
<tr>
<td>Core Earnings Return on Equity</td>
<td>16%</td>
<td>16%</td>
<td>17%</td>
<td>17%</td>
<td>15%</td>
</tr>
</tbody>
</table>

- 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 29-30 of the Appendix.
- Book Value per Share excludes accumulated other comprehensive income.
# Equity Capital Structure

<table>
<thead>
<tr>
<th>COMMON STOCK</th>
<th>NYSE Ticker</th>
<th>Dividend Yield</th>
<th>Shares Outstanding</th>
</tr>
</thead>
<tbody>
<tr>
<td>CLASS A VOTING COMMON STOCK</td>
<td>AGM.A</td>
<td>2.93%</td>
<td>1.0 million</td>
</tr>
<tr>
<td>• Ownership restricted to non-Farm Credit System financial institutions</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>CLASS B VOTING COMMON STOCK</td>
<td>--</td>
<td>--</td>
<td>0.5 million</td>
</tr>
<tr>
<td>• Ownership restricted to Farm Credit System institutions</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>CLASS C NON-VOTING COMMON STOCK</td>
<td>AGM</td>
<td>2.84%</td>
<td>9.2 million</td>
</tr>
<tr>
<td>• No ownership restrictions</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>PREFERRED STOCK</th>
<th>NYSE Ticker</th>
<th>Dividend Yield</th>
<th>Shares Outstanding</th>
</tr>
</thead>
<tbody>
<tr>
<td>SERIES C FIXED-TO-FLOATING RATE NON-CUMULATIVE PREFERRED STOCK</td>
<td>AGM.PR.C</td>
<td>6.000%</td>
<td>3.0 million</td>
</tr>
<tr>
<td>• Option to redeem on any payment date on or after July 18, 2024</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>• Redemption Value: $25 per share</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>SERIES D NON-CUMULATIVE PREFERRED STOCK</td>
<td>AGM.PR.D</td>
<td>5.700%</td>
<td>4.0 million</td>
</tr>
<tr>
<td>• Option to redeem on any payment date on or after July 17, 2024</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>• Redemption Value: $25 per share</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>SERIES E NON-CUMULATIVE PREFERRED STOCK</td>
<td>AGM.PR.E</td>
<td>5.750%</td>
<td>3.2 million</td>
</tr>
<tr>
<td>• Option to redeem on any payment date on or after July 17, 2025</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>• Redemption Value: $25 per share</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>SERIES F NON-CUMULATIVE PREFERRED STOCK</td>
<td>AGM.PR.F</td>
<td>5.250%</td>
<td>4.8 million</td>
</tr>
<tr>
<td>• Option to redeem on any payment date on or after October 17, 2025</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>• Redemption Value: $25 per share</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>SERIES G NON-CUMULATIVE PREFERRED STOCK</td>
<td>AGM.PR.G</td>
<td>4.875%</td>
<td>5.0 million</td>
</tr>
<tr>
<td>• Option to redeem on any payment date on or after July 17, 2026</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>• Redemption Value: $25 per share</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

- 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

- 30 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

<table>
<thead>
<tr>
<th>MATURITY (YEARS)</th>
<th>3</th>
<th>5</th>
<th>7</th>
<th>10</th>
</tr>
</thead>
<tbody>
<tr>
<td>SPREAD TO TREASURY (AS OF DECEMBER 31, 2021)</td>
<td>9 bps</td>
<td>11 bps</td>
<td>21 bps</td>
<td>34 bps</td>
</tr>
</tbody>
</table>
“Demand Pull” Provides Sustained Growth Opportunity

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

The table below presents the reconciliation of net income attributable to common stockholders to core earnings for the periods indicated.

### Reconciliation of Net Income to Core Earnings

<table>
<thead>
<tr>
<th>(in thousands)</th>
<th>2021</th>
<th>Core Earnings by Period Ended</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net income attributable to common stockholders</td>
<td>$107,583</td>
<td>$89,176 $93,650 $94,898 $71,300</td>
</tr>
<tr>
<td>Less reconciling items:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>(Losses)/gains on undesignated financial derivatives due to fair value changes</td>
<td>(5,103)</td>
<td>(3,691) 10,077 7,959 10,218</td>
</tr>
<tr>
<td>(Losses)/gains on hedging activities due to fair value changes</td>
<td>(2,985)</td>
<td>(10,019) (9,010) 4,449 (719)</td>
</tr>
<tr>
<td>Unrealized (losses)/gains on trading assets</td>
<td>(115)</td>
<td>51 326 81</td>
</tr>
<tr>
<td>Amortization of premiums/discounts and deferred gains on assets consolidated at fair value</td>
<td>130</td>
<td>58 (122) (461) (1,327)</td>
</tr>
<tr>
<td>Net effects of terminations or net settlements on financial derivatives and hedging activities</td>
<td>494</td>
<td>1,236 1,089 1,708 2,674</td>
</tr>
<tr>
<td>Issuance costs on retirement of preferred stock</td>
<td>-</td>
<td>(1,667) (1,956) - -</td>
</tr>
<tr>
<td>Re-measurement of net deferred tax asset due to enactment of new tax legislation</td>
<td>-</td>
<td>- - - (1,365)</td>
</tr>
<tr>
<td>Income tax effect related to reconciling items</td>
<td>1,592</td>
<td>2,596 (496) (2,885) (3,788)</td>
</tr>
<tr>
<td>Sub-total</td>
<td>(5,987)</td>
<td>(11,436) (92) 10,851 5,669</td>
</tr>
<tr>
<td>Core earnings</td>
<td>$113,570</td>
<td>$100,612 $93,742 $84,047 $65,631</td>
</tr>
</tbody>
</table>

- 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

<table>
<thead>
<tr>
<th>$ in thousands</th>
<th>2021</th>
<th>2020</th>
<th>2019</th>
<th>2018</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Dollars</td>
<td>Yield</td>
<td>Dollars</td>
<td>Yield</td>
<td>Dollars</td>
</tr>
<tr>
<td>Net interest income/yield</td>
<td>$220,775</td>
<td>0.94%</td>
<td>$190,588</td>
<td>0.85%</td>
<td>$173,135</td>
</tr>
<tr>
<td>Net effects of consolidated trusts</td>
<td>(4,864)</td>
<td>0.02%</td>
<td>(6,601)</td>
<td>0.02%</td>
<td>(7,669)</td>
</tr>
<tr>
<td>Expense related to undesignated financial derivatives</td>
<td>2,841</td>
<td>0.01%</td>
<td>3,468</td>
<td>0.02%</td>
<td>(5,095)</td>
</tr>
<tr>
<td>Amortization of premiums/discounts on assets consolidated at fair value</td>
<td>(45)</td>
<td>0.00%</td>
<td>197</td>
<td>0.00%</td>
<td>398</td>
</tr>
<tr>
<td>Expense related to undesignated financial derivatives</td>
<td>446</td>
<td>0.00%</td>
<td>120</td>
<td>0.00%</td>
<td>(68)</td>
</tr>
<tr>
<td>Fair Value Changes on fair value hedge relationships</td>
<td>1,515</td>
<td>0.01%</td>
<td>9,184</td>
<td>0.04%</td>
<td>7,907</td>
</tr>
<tr>
<td><strong>Net Effective Spread</strong></td>
<td>$220,668</td>
<td>0.95%</td>
<td>$196,956</td>
<td>0.93%</td>
<td>$168,608</td>
</tr>
</tbody>
</table>


Footnote 2: Farmer's Mac’s total includes outstanding business volume in the Agricultural Finance line of business. 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 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 reflect Farmer Mac’s Agricultural Finance mortgage loan portfolio 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.
