



FARMER MAC

**Catching Up with President & CEO Brad Nordholm
and Chief Business Officer Zack Carpenter**

June 9, 2021



TODAY'S PRESENTERS



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



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 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



REFLECTIONS ON 2020



GREAT REIMAGINED PROGRESS UPDATE





OUR PATH TO EXCELLENCE



- Farmer Mac has embarked on a journey to elevate the experience of partnering with us. We are ushering in a more **flexible**, **intuitive**, and robust era by reimagining great. That means we're making proactive **process**, **products**, and **system improvements** designed with our customers in mind.



Great Reimagined
OUR PATH TO EXCELLENCE

FEBRUARY 2020



The new eFarmerMac.com has arrived!

START PECKING THOSE KEYS AND LOG IN TO OUR NEXT-GENERATION CUSTOMER PORTAL.



 Great Reimagined

MAY 2020

Step up to greener pastures with expanded AgXpress and Fast Track loan limits



2X LOAN LIMITS
Farmer Mac has doubled loan limits to **\$1.5 Million** for AgXpress and **\$3 Million** for Fast Track

OCTOBER 2020



We're BEEFING UP AgXpress

COMING SPRING 2021

-  **GOING DIGITAL**
Submit, track and complete your applications entirely online
-  **RATE COMPARISON TOOL**
See product, fee and rate options side-by-side before you lock
-  **AUTOMATED RATE LOCK**
Lock rates online during rate lock hours—no more phone calls

FARMER MAC 

TO LEARN MORE, SIGN UP FOR OUR LIVE DEMO ON 3/10 [REGISTER NOW!](#)

MARCH 2021

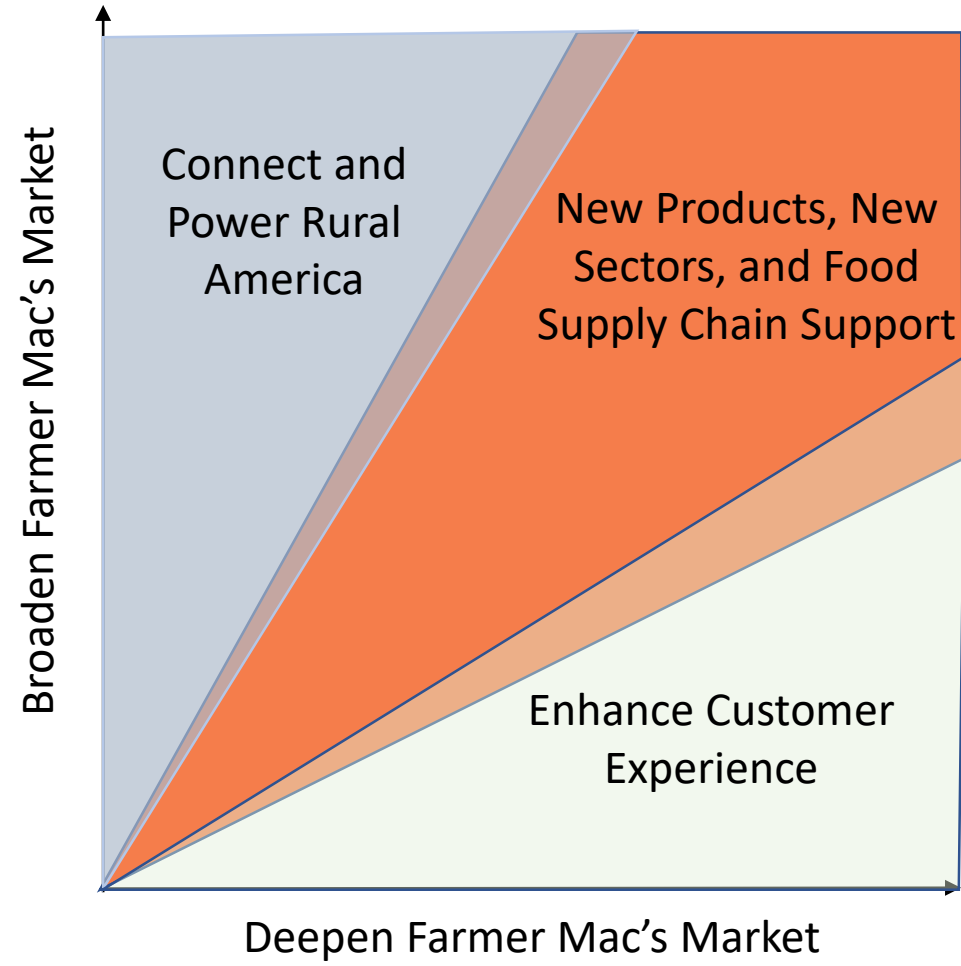
FUTURE ENHANCEMENTS!



NEW OPPORTUNITIES



STRATEGIC PILLARS





STRATEGIES FOR FUTURE SUCCESS



WE WANT YOUR FEEDBACK

FARMER  AC

Tell us how you feel.

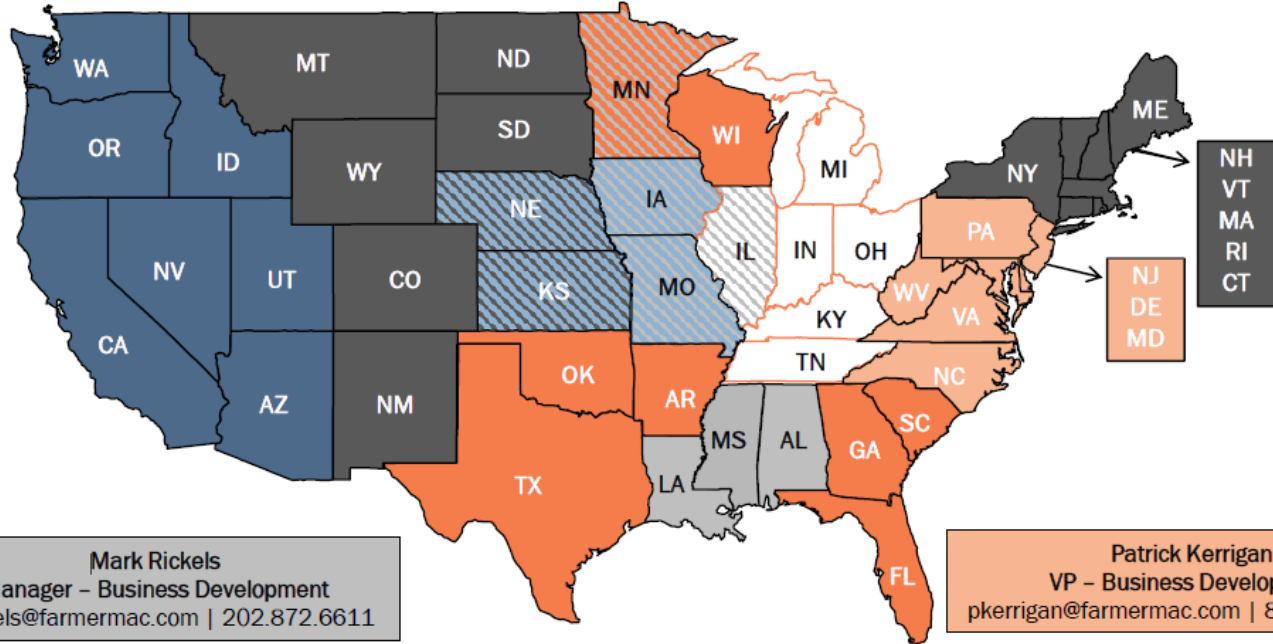
We're All Ears.

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- Patrick Kerrigan
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CALL YOUR RELATIONSHIP MANAGER!



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QUESTIONS & ANSWERS



THANK YOU!
