

Third Quarter

FARMER  AC

*Equity Investor
Presentation*

2016

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 a number of assumptions and estimates and the evaluation of risks and uncertainties. Various factors or events 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, 2015, filed with the U.S. Securities and Exchange Commission ("SEC") on March 10, 2016, Quarterly Report on Form 10-Q for the quarter ended March 31, 2016, filed with the SEC on May 10, 2016, Quarterly Report on Form 10-Q for the quarter ended June 30, 2016, filed with the SEC on August 9, 2016, and Quarterly Report on Form 10-Q for the quarter ended September 30, 2016, filed with the SEC on November 9, 2016, which are also available on Farmer Mac's website (www.farmermac.com). In light of 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, 2016, except as otherwise indicated. Farmer Mac undertakes no obligation to release publicly the results of revisions to any such forward-looking statements to reflect new information or any future events or circumstances, except as otherwise mandated by the SEC. The information contained in this presentation is not necessarily indicative of future results.

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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 September 30, 2016, and should be read in conjunction with Farmer Mac's Quarterly Report on Form 10-Q filed with the SEC on November 9, 2016. In the 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 financial 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. These non-GAAP financial measures 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 financial condition or results of operations reported in accordance with GAAP if the related financial instruments are held to maturity, as is generally 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; and (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."



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Executive Summary

Farmer Mac Overview

Created in the 1980s to help provide a deeper credit market for rural America

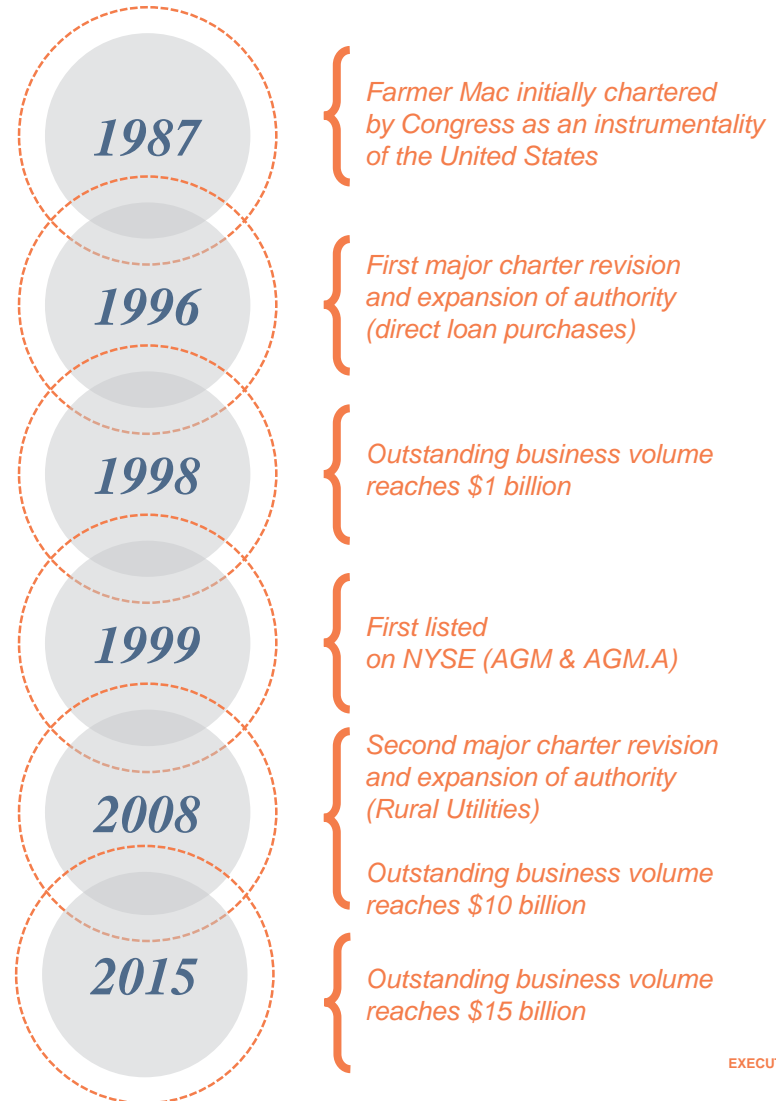
- Provide wholesale financing, secondary market and credit enhancements for agricultural and rural utilities lenders
- Increase access to credit and drive more efficient credit pricing for rural America
- Reduce rural credit market volatility by increasing liquidity and lending capacity for rural lenders

Lines of business – focused on customers

- Farm & Ranch
- USDA Guarantees
- Rural Utilities
- Institutional Credit

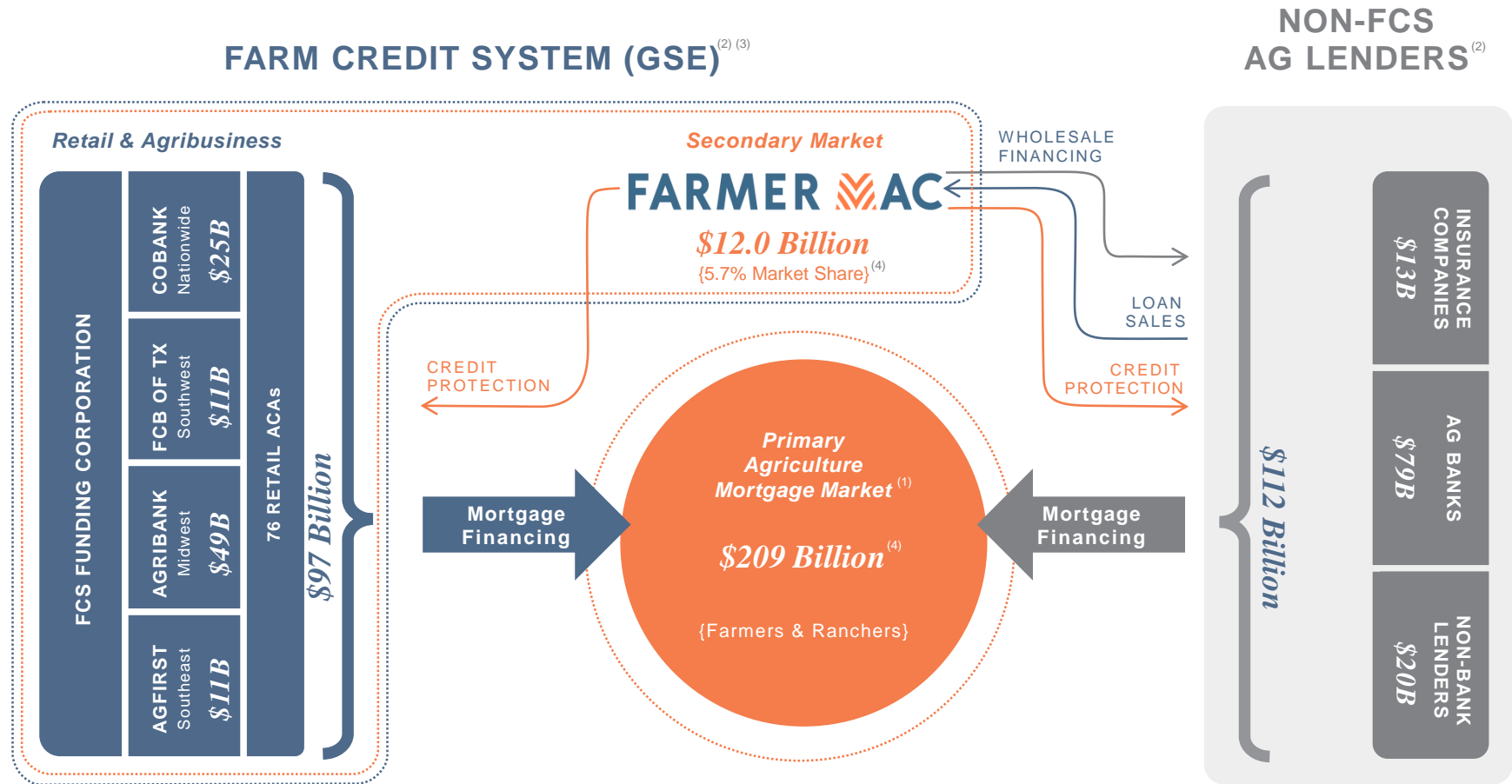
Diverse product suite provided to customers

- Loan purchases
- Wholesale financing
- Credit protection



Agricultural Real Estate Mortgage Market Structure⁽¹⁾

AS OF DECEMBER 31, 2015



FINANCIAL INVESTORS (Developing Market) | various institutional investors investing in agricultural assets (and seeking leverage)

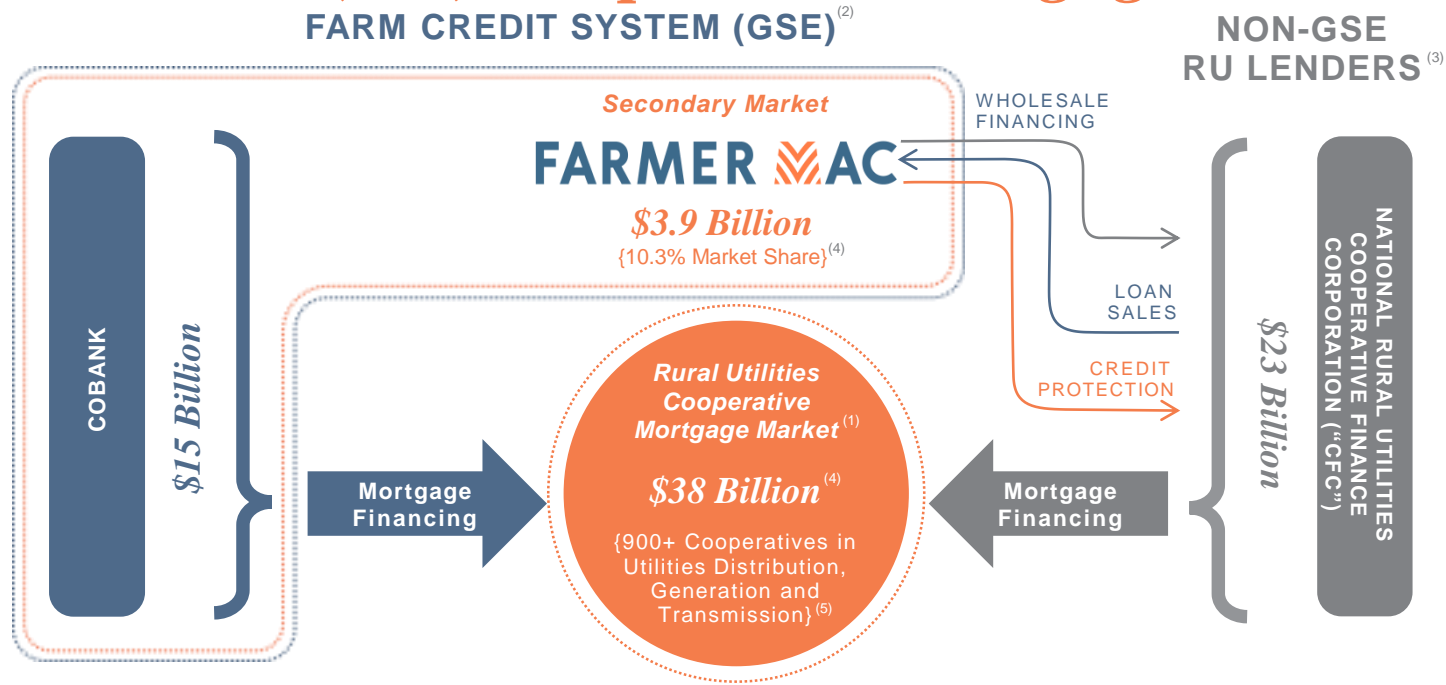
(1) Ag real estate mortgage market structure shown here includes only the outstanding unpaid principal balance of first lien ag mortgage assets forecast as of December 31, 2015.

(2) Source: USDA, Economic Research Service, nominal dollars forecast for year-end 2015 on a prorated basis (as of August 2016).

(3) Source: Farm Credit Administration, Call Report Data on a prorated basis for year-end 2015 (as of December 2015).

(4) Sum of FCS, non-FCS, and Farmer Mac first lien ag real estate mortgage assets does not add up to the total due to the nature of Farmer Mac's secondary market business model.

Rural Utilities (RU) Cooperative Mortgage Market⁽¹⁾



Market Opportunity

Industry dynamics may lead to Farmer Mac growth opportunities

- Push toward higher Tier 1 capital and more duration-matched funding
- Opportunities to help CFC refinance debt away from other sources of rural utility credit
- Needs for longer term capital expenditures in response to regulatory policies

⁽¹⁾ RU cooperative mortgage market structure includes only the outstanding unpaid principal balance of first lien RU cooperative real estate mortgage assets as of 2015Q3.

⁽²⁾ Source: CoBank 2015Q4 Financial Information, Energy Loan Portfolio nominal dollars as of December 31, 2015.

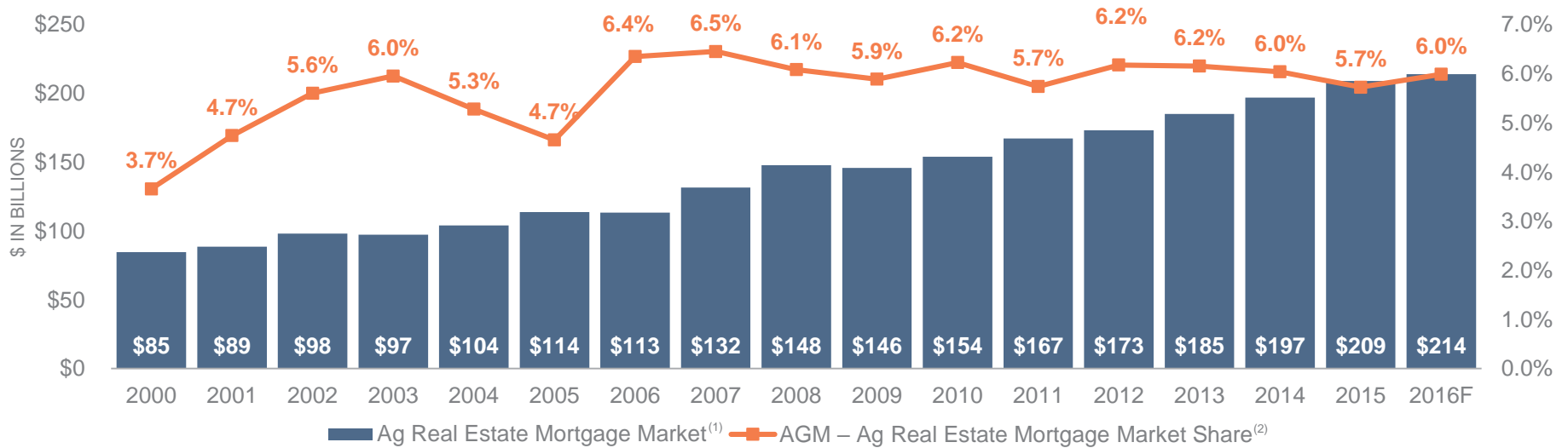
⁽³⁾ Source: CFC 10-Q, nominal dollars as of November 30, 2015, Long-term Loans Table 6.

⁽⁴⁾ Nominal dollars for 2015; Sum of FCS, non-GSE and Farmer Mac first lien RU cooperative real estate mortgage assets does not add up to the total due to the nature of Farmer Mac's secondary market business model.

⁽⁵⁾ Source: National Rural Electric Cooperative Association

Ag Real Estate Mortgage Market and Farmer Mac

Agricultural Real Estate Mortgage Market



Farmer Mac Business Volume

\$ IN BILLIONS

Year	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	3Q16
Agricultural Outstanding Business Volume ⁽²⁾	\$3.1	\$4.2	\$5.5	\$5.8	\$5.5	\$5.3	\$7.2	\$8.5	\$9.0	\$8.6	\$9.6	\$9.6	\$10.7	\$11.4	\$11.9	\$12.0	\$12.8
Total Outstanding Volume	\$3.1	\$4.2	\$5.5	\$5.8	\$5.5	\$5.3	\$7.2	\$8.5	\$10.1	\$10.7	\$12.2	\$11.9	\$13.0	\$14.0	\$14.6	\$15.9	\$17.2

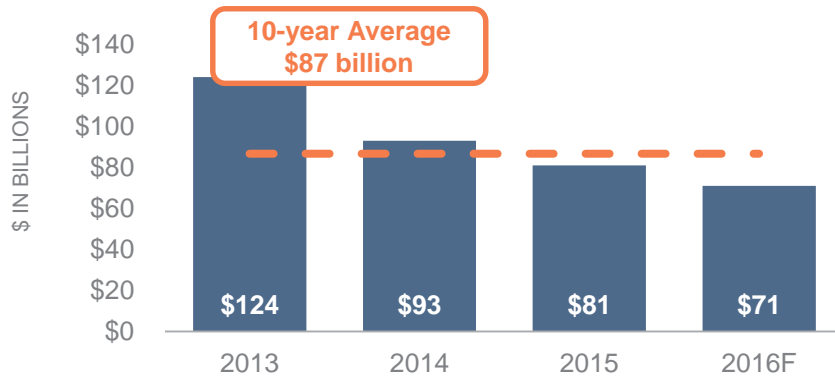
(1) Source: USDA, Economic Research Service, nominal dollars (as of August 2016).

(2) Includes total outstanding balance of loan purchases, guarantees, and Long-Term Standby Purchase Commitments (LTSPCs) in the Farm & Ranch line of business, USDA Guarantees, and AgVantage securities secured by collateral eligible for the Farm & Ranch line of business; excludes all loan purchases, guarantees, and LTSPCs in the Rural Utilities line of business and AgVantage securities secured by collateral eligible for the Rural Utilities line of business.

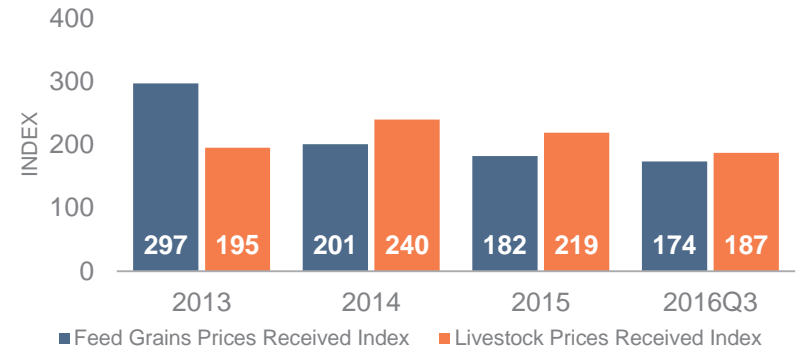


Agricultural Industry Dashboard

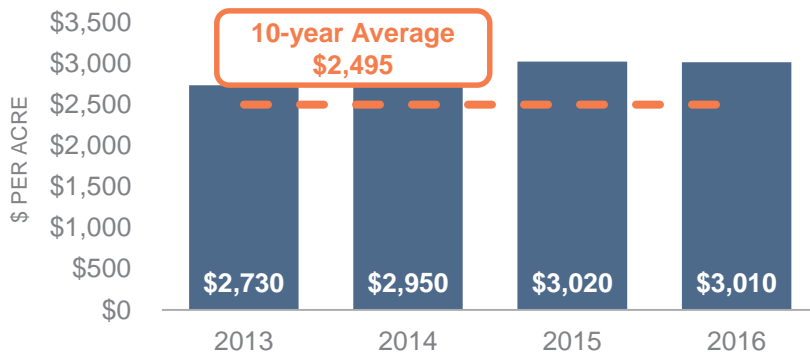
Farm Income⁽¹⁾



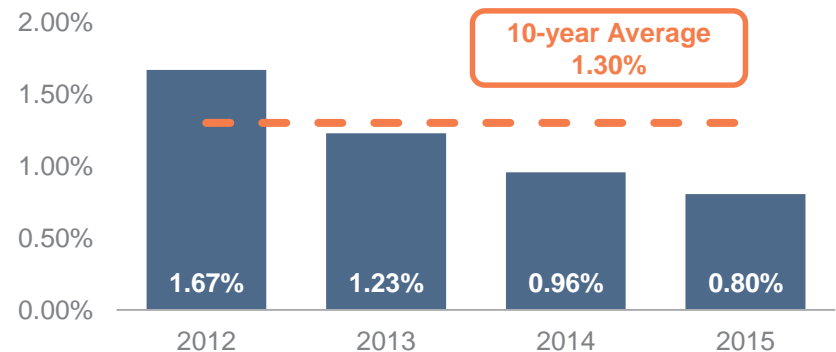
Commodity Index⁽²⁾⁽³⁾



Land Value⁽²⁾⁽⁴⁾



90-Day Delinquencies⁽⁵⁾



(1) Source: USDA, Economic Research Service, nominal dollars (as of August 2016).

(2) Source: USDA, National Agricultural Statistics Service, nominal dollars (as of September 2016).

(3) Commodity prices indexed according to 1999 base year as 100.

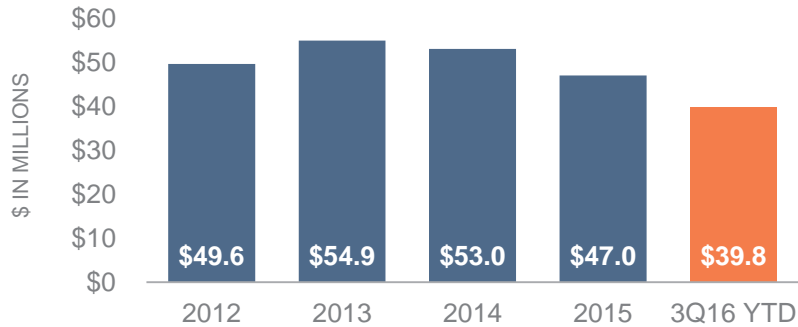
(4) Land values per acre include all farm and pasture land, irrigated and non-irrigated.

(5) Source: Kansas City Federal Reserve, Ag Finance Databook & 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 May 2016).

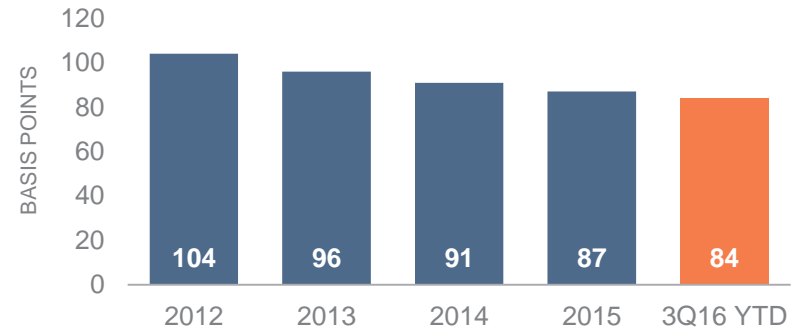


Farmer Mac Dashboard

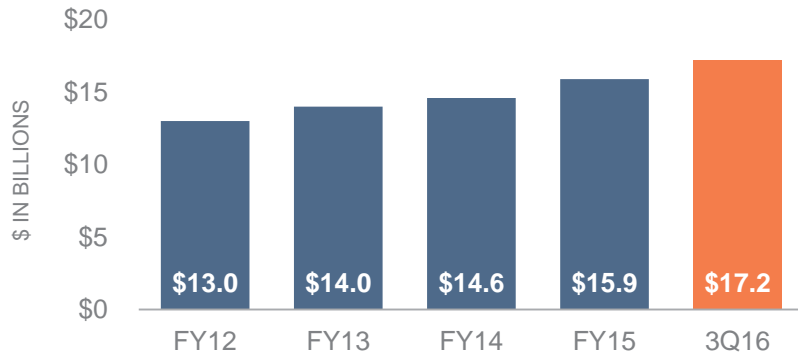
Core Earnings⁽¹⁾



Net Effective Spread⁽¹⁾

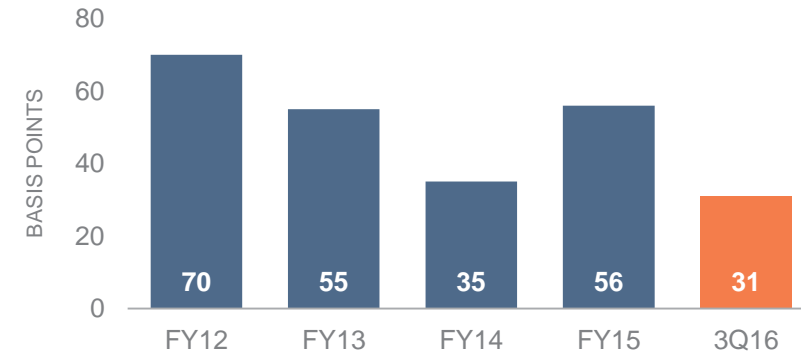


Outstanding Business Volume



90-Day Delinquencies⁽²⁾

(Farm & Ranch Line of Business Only)



⁽¹⁾ Core earnings and net effective spread are non-GAAP measures. For a reconciliation of GAAP net income attributable to common stockholders to core earnings and a reconciliation of GAAP net interest income to net effective spread, please refer to pages 44 and 46 of the Appendix.

⁽²⁾ Delinquencies include loans held and loans underlying off-balance sheet Farm & Ranch Guaranteed Securities (excluding AgVantage Securities) and LTSPCs that are 90 days or more past due, in foreclosure, or in bankruptcy, excluding loans performing under either their original loan terms or a court-approved bankruptcy plan.



Farmer Mac's Investment Highlights

Quality Assets

- Rigorous underwriting standards
- Low delinquencies
- Low cumulative historical credit losses

Funding Advantage

- Finance assets through issuance of low-cost public debt
- Issue at narrow, GSE spreads to U.S. Treasuries

Growth Prospects

- Robust worldwide demand for agricultural products
- Increase market share through business development efforts
- Significant wholesale financing opportunities

Operational Efficiency

- Overhead / outstanding business volume ~ 25 bps
- Outstanding business volume ~\$200 million per employee

Consistent Returns

- Core earnings growth
- Annual core earnings return on equity ~ 15% to 20%
- New dividend policy targeted at growing payouts of core earnings to ~ 30% over the next several years





Agricultural Industry Highlights

State of Agriculture – USDA Forecasts^{(1) (2)}

Grain prices fell in 2015 due to record plantings/yields; livestock also under pressure

- U.S. agricultural product use increased in 2015; however, ending stocks also increased due to record grain production
- Exports decreased 11%, driven by a stronger dollar and greater competition in overseas markets
- Some reversal of these trends in mid-2016 but still under pressure

Farm income declined 13% in 2015; another 12% drop forecasted for 2016

- In August of 2016, the USDA sharply increased their 2015 farm income numbers from \$56 billion to \$81 billion, citing much lower capital investment and farm expenses
- A similar percentage decline is forecast for 2016, but the absolute net farm income levels are similar to 2010

Average inflation-adjusted U.S. agricultural real estate values decreased less than 1% in 2015

- Corn belt farmland values down between 4% and 5%⁽³⁾ highs as falling grain prices reduced regional income
- Rest of U.S. land values remain stable to modestly increasing, led by demand for pasture ground
- Continued softening of land values in grain-heavy states in 2016

Land sales transactions have slowed with lower income and declining land values

- However, demographic trend (average age of U.S. farmer >60 years) provides support of primary transaction volume

California drought improved by El Niño; dryness persists but reservoirs healthier

- Farmer Mac portfolio in Western states remained strong throughout drought conditions

⁽¹⁾ Source: USDA, National Agricultural Statistics Service, Nominal (current dollars) (as of August 2016).

⁽²⁾ Source: USDA, Economic Research Service, Nominal (current dollars) (as of August 2016).

⁽³⁾ Source: Federal Reserve Bank of Chicago Seventh District, Ag Credit Conditions Survey AgLetter (as of February 2016).



Global Outlook⁽¹⁾

Demand

- USDA's Future Agricultural Resources Model (FARM) projects a **75% increase in total production and consumption of major field crops between 2005 and 2050**
 - 43% increase in global population
 - Higher protein diets as incomes in developing countries increase
- Thus significant "demand pull" for agricultural products

Supply

- Very high rate of capacity utilization
 - Finite amount of arable farmland
 - Estimated that less than 10% of U.S. cropland is idle⁽²⁾
- **Thus, productivity would need to nearly double by 2050 to feed the world**

⁽¹⁾ Source: USDA, Economic Research Service Global Drivers of Agricultural Demand and Supply, September 2014.

⁽²⁾ Source: USDA, Census of Agriculture; 2012



Farmer Mac's Unique Market Position

Farmer Mac enjoys a unique position, sharing in upside opportunity in strong markets and benefiting from downside protection and increased relative demand in weak markets

Strong Market – Farmer Mac can participate in the upside

- Situation: Credit is healthy, transaction volumes are high, and capital is plentiful
- Impacts on Farmer Mac:
 - Farmer Mac can benefit from the higher industry volumes and healthy credit
 - However, when farm income is high and capital is plentiful, the relative value of access to GSE capital may be marginally lower
 - Earnings can benefit from lower credit costs, but spreads may be tighter

Weak Market – Farmer Mac can benefit from loss protection and increased demand due to tighter credit conditions

- Situation: Declining farm income, land values and credit quality; less access to capital
- Impacts on Farmer Mac:
 - Farmer Mac can benefit from loss protection given its unique diversified geographic/commodity portfolio and its conservative underwriting standards
 - Farmer Mac can also benefit from the greater relative value of GSE capital in tighter credit market conditions
 - However, in bear markets, no entity will be immune to declining credit quality, although spreads may be more favorable

Farmer Mac's Downside Protection

Conservative underwriting with significant focus on repayment strength and low LTVs

- Total Debt Coverage (TDC) ratio of at least 1.25x
- Generally maximum LTVs of 60% to 70%, but in practice average 40% to 45% on mortgages purchased
- Require minimum borrower net equity of 50% across all agricultural assets
- Significant scrutiny given to property access and access to water, among other items

Farmer Mac credits less likely to default as compared to the broader industry

- Farmer Mac is generally recognized as having the tightest credit requirements for ag mortgage loans
- Primary focus on repayment capacity through stressed input assumptions during underwriting process
- Farmer Mac is not a “lender of last resort”; Farm Credit Administration is a strong safety and soundness regulator

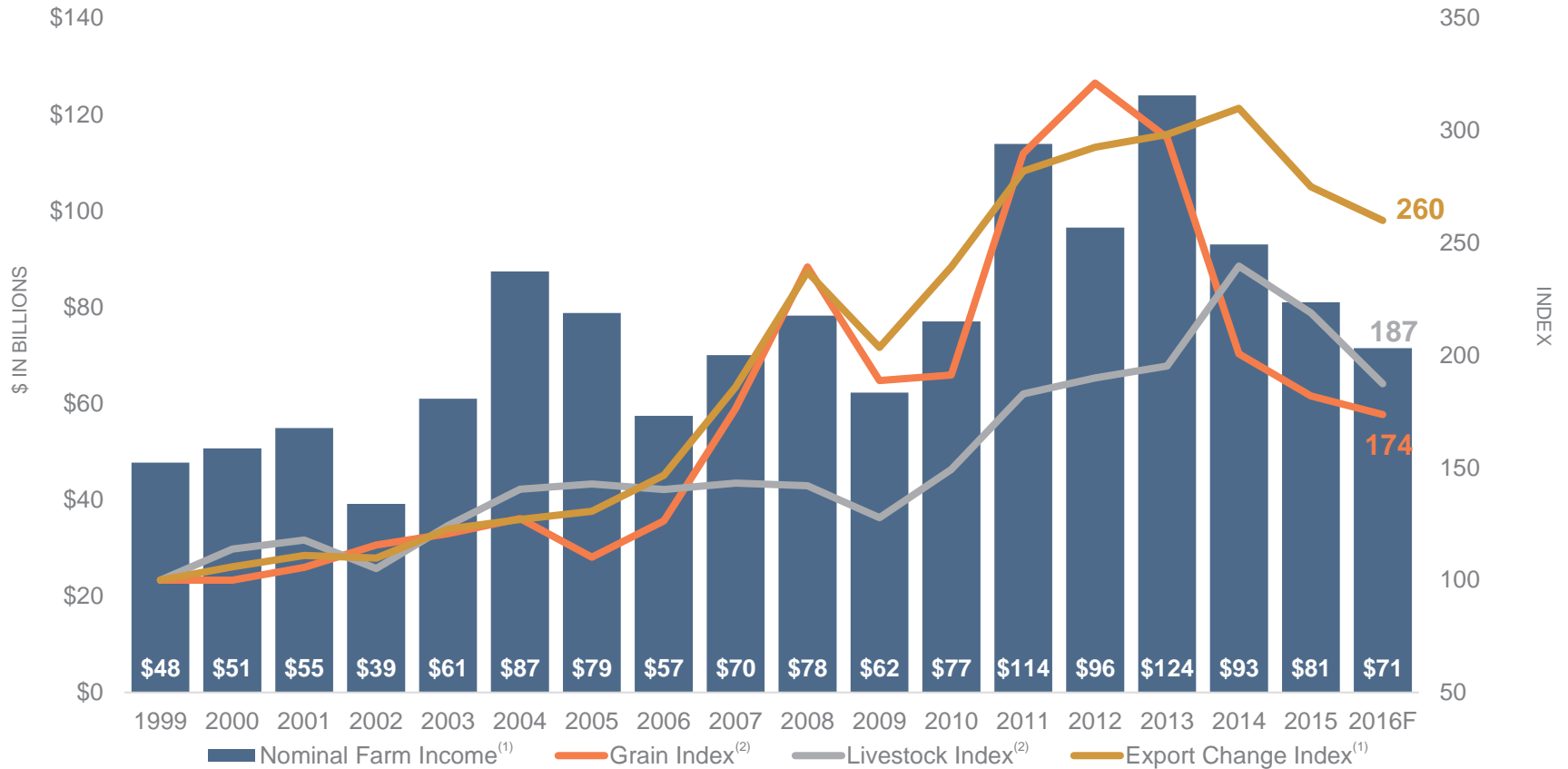
Farmer Mac credits less likely to incur losses even when a default occurs

- “Expected losses” of farm asset values range from 0% to 30% for various commodity types in Farmer Mac’s base case scenario
- Farmer Mac’s “stress scenario losses” of farm asset values range from 17% to 50% for various commodity types
- Given Farmer Mac’s portfolio average LTV of 44% as of September 30, average farm asset value losses would need to be in excess of 56% to begin to generate the first dollar of loss to Farmer Mac
 - The 1980s agricultural credit crisis saw land values decline approximately 23%⁽¹⁾ from peak to trough



⁽¹⁾ Source: USDA, National Agricultural Statistics Service (as of August 2015).

Farm Income and Related Trends



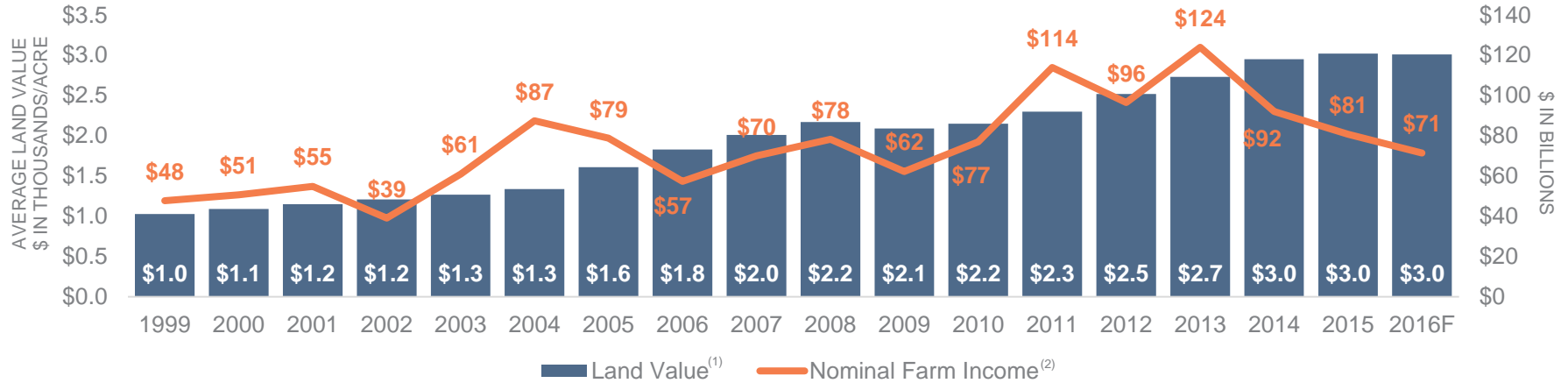
⁽¹⁾ Source: USDA, Economic Research Service, nominal dollars (as of August 2016).

⁽²⁾ Source: USDA, National Agricultural Statistics Service; Indexed to 1999 as 100.

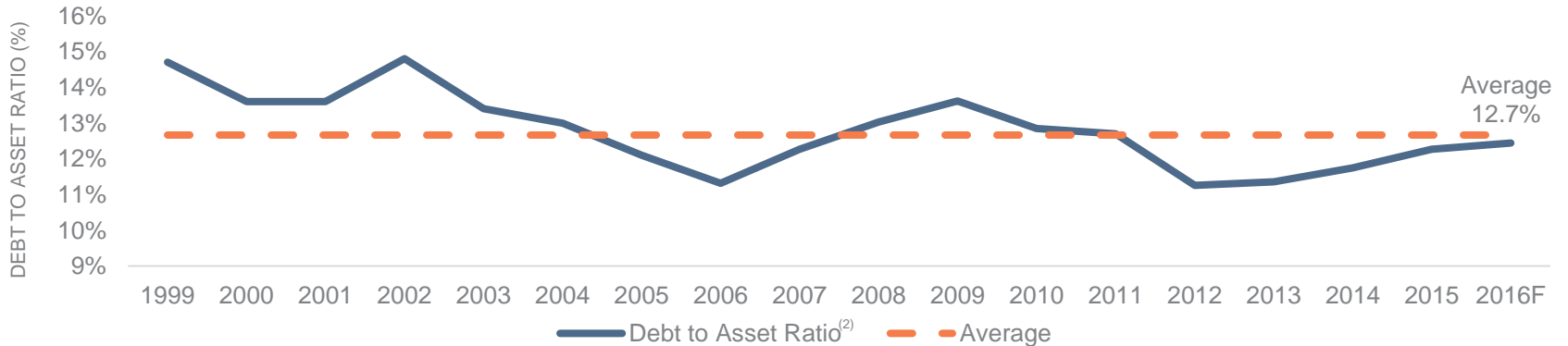


Ag Land Value and Leverage Trends

Ag Land Values



Leverage



(1) Source: USDA, National Agricultural Statistics Service, nominal dollars, (as of August 2016); includes all farm and pasture land, irrigated and non-irrigated.

(2) Source: USDA, Economic Research Service, nominal dollars (as of August 2016).



Agricultural Risk Management Tools

Farmers today use a broad array of risk management tools, many of which were not available or not accepted during the ag credit crisis of the 1980s

- Many now view costs of hedging simply as a cost of doing business
- Have learned from their parents' experiences in the 1980s
- Risk management includes revenue and cost protection and more sophisticated asset liability management

Revenue Hedging

- Crop insurance – approximately 93% of planted acres to principle crops carry some form of crop insurance⁽¹⁾
- Crop insurance premiums still federally subsidized and losses shared by the federal government
- Futures/forward sales – many producers use hedging instruments to sell grain crops forward at planting stage

Cost Hedging

- Feed costs hedged with futures/forwards
- Fertilizer and fuel costs can be similarly hedged
- Water availability can be provided via “water banks” and secondary sources of water, e.g. wells
- Water costs can also be hedged with forward purchase agreements

Debt service is better managed with lower absolute leverage levels and better ALM

⁽¹⁾ Source: USDA, Risk Management Agency 2015 Summary of Business, Net Acres Insured and USDA NASS 2015 Acreage Report



USDA – Key 2016/17 Forecasts^{(1) (2) (3) (4)}

Demand for U.S. agricultural products to increase 6%

- Demographic trends and a stabilizing economy contributing to growth
- Lower commodity prices stimulating quantity demanded
- Total U.S. export values to increase 5% to \$133 billion led by greater interest in soybeans, nuts, and animal products

U.S. farm income to decline approximately 12% to \$71 billion

- Grain prices remain range-bound at lower levels and livestock prices down on higher global supplies
- Input costs are stable to modestly declining
 - Labor, seed, and water costs are largely static, while fertilizer, fuel, and feed costs are declining modestly

Average U.S. ag land values expected to stay relatively flat to slightly down

- Midwest most impacted with estimates ranging from 5% to 15% declines as compared to 2015 levels
- Rest of U.S. remains stable to modestly increasing – high non-grain commodity prices and high demand for pasture ground contributing to appreciation

Total U.S. agricultural mortgage market to grow 2% to \$214 billion

⁽¹⁾ Source: USDA, National Agricultural Statistics Service, nominal dollars (as of August 2016).

⁽²⁾ Source: USDA, Economic Research Service, nominal dollars (as of August 2016).

⁽³⁾ Source: USDA, World Agricultural Supply and Demand Estimates Report, nominal dollars (as of October 2016).

⁽⁴⁾ Source: USDA, Economic Research Service Trade Outlook (as of August 2016).





Farmer Mac Overview

Lines of Business and Products

AS OF SEPTEMBER 30, 2016

Product Type	Customers	Lines of Business				
		\$ IN BILLIONS AND PERCENTAGE OF TOTAL VOLUME				
		F & R	USDA	RU	IC	Total
LOAN PURCHASES	<ul style="list-style-type: none"> • Ag Banks • Insurance Companies • Rural Utilities Cooperatives 	\$3.3 19%	\$2.0 12%	\$1.0 6%	--	\$6.3 37%
WHOLESALE FINANCING	<ul style="list-style-type: none"> • Ag Banks • Insurance Companies • AgVantage • Farm Equity AgVantage • Ag Investment Funds • Production and Agribusiness Companies • Rural Utilities Cooperatives 	--	--	--	\$7.4 43%	\$7.4 43%
CREDIT PROTECTION	<ul style="list-style-type: none"> • FCS Institutions • Ag Banks • Insurance Companies • Ag Investment Funds • Rural Utilities Cooperatives • Long-term Standby Purchase Commitments (LTSPCs)/ AMBS Guarantees 	\$2.7 15%	--	\$0.8 5%	--	\$3.5 20%
	Total	\$6.0	\$2.0	\$1.8	\$7.4	\$17.2

= Allowances and provisions recorded on these assets



Business Development

<i>Product Type</i>	<i>Marketing Channel</i>	<i>Target Customers</i>
AG LOAN PURCHASES AND CREDIT PROTECTION	<ul style="list-style-type: none"> • Marketing department with 5 relationship managers • Geographically dispersed nationwide • Cover ag banks and non-bank originators • Seek to add new ag lenders as eligible loan sellers for Farmer Mac • Seek to add LTSPCs 	<ul style="list-style-type: none"> • Over 3,200 commercial banks with agricultural loans on-balance sheet (approximately 800 are currently sellers)⁽¹⁾ • Special focus on large-cap ag banks • Farm Credit System (FCS) • Insurance company ag lenders
WHOLESALE FINANCING FOR RURAL LENDERS	<ul style="list-style-type: none"> • Director of Institutional Business Development • C-suite outreach to target firms • Attend industry conferences 	<ul style="list-style-type: none"> • Insurance company ag lenders • Larger banks with ag mortgage portfolios • Rural utilities cooperative lenders
WHOLESALE FINANCING FOR INVESTORS IN AG ASSETS	<ul style="list-style-type: none"> • Same as Wholesale Financing for Rural Lenders • Paid deal sourcing relationships with industry contacts • Leverage capital markets relationships to identify ag funds and ag companies seeking low-cost wholesale financing 	<ul style="list-style-type: none"> • Public or private ag investment funds (all structures) • Agricultural companies – production ag and agribusiness (for profit and cooperative)
RURAL UTILITIES LOAN PURCHASES AND CREDIT PROTECTION	<ul style="list-style-type: none"> • C-suite relationships • Credit department contacts • Capital markets relationship contacts 	<ul style="list-style-type: none"> • National Rural Utilities Cooperative Finance Corporation (non-GSE) • CoBank (FCS GSE)

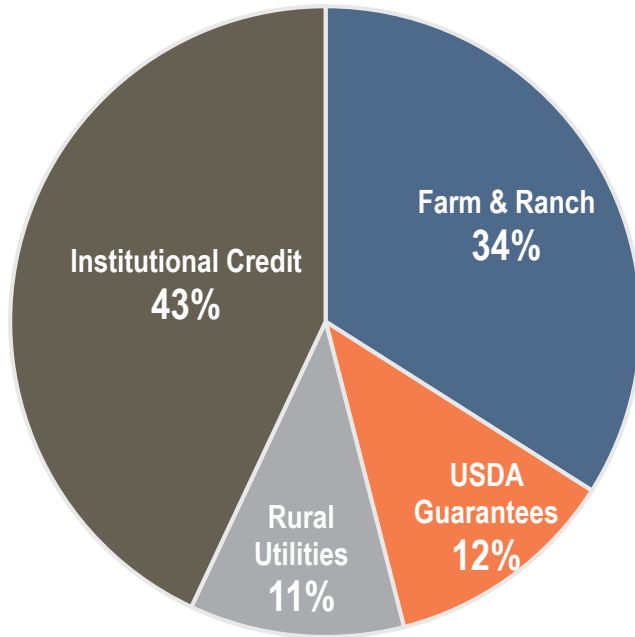
⁽¹⁾ Source: FDIC Statistics on Depository Institutions datasets (<https://www2.fdic.gov/sdi/index.asp>).



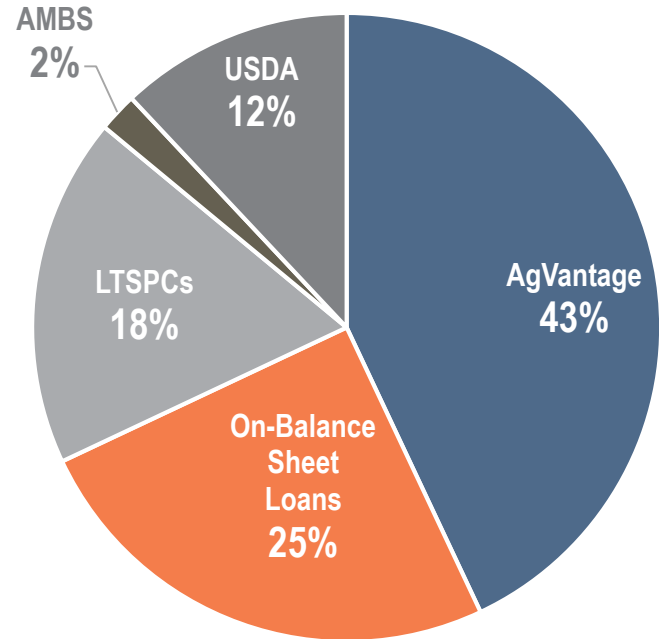
Outstanding Volume - Portfolio Summary

AS OF SEPTEMBER 30, 2016

By Line of Business



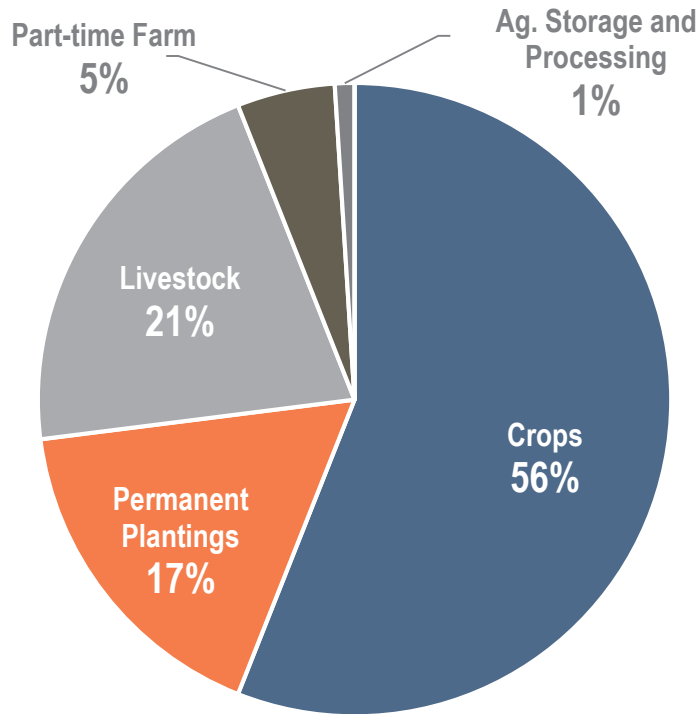
By Product Type



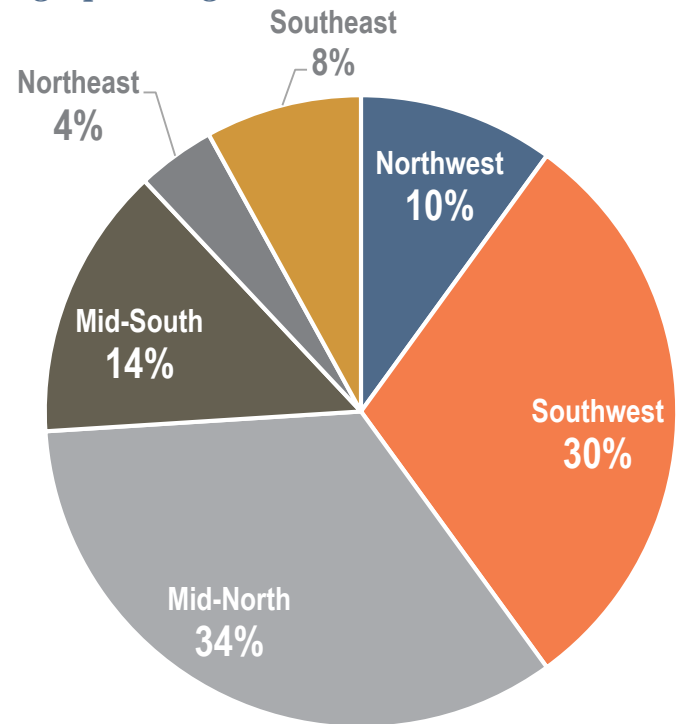
Farm & Ranch Loans Portfolio Diversification⁽¹⁾

AS OF SEPTEMBER 30, 2016

By Commodity Type



By Geographic Region



⁽¹⁾ Farm & Ranch portfolio includes on-balance sheet loans and LTSPCs.



Core Earnings Value Drivers⁽¹⁾

Core earnings are primarily a direct function of three key factors:

Value Drivers

Things to Consider

BUSINESS VOLUME


- Macro supply/demand for ag credit
- Farmer Mac business development success
- Impact of potential credit quality shocks
- Impact of potential rate shocks

NET EFFECTIVE SPREAD⁽¹⁾

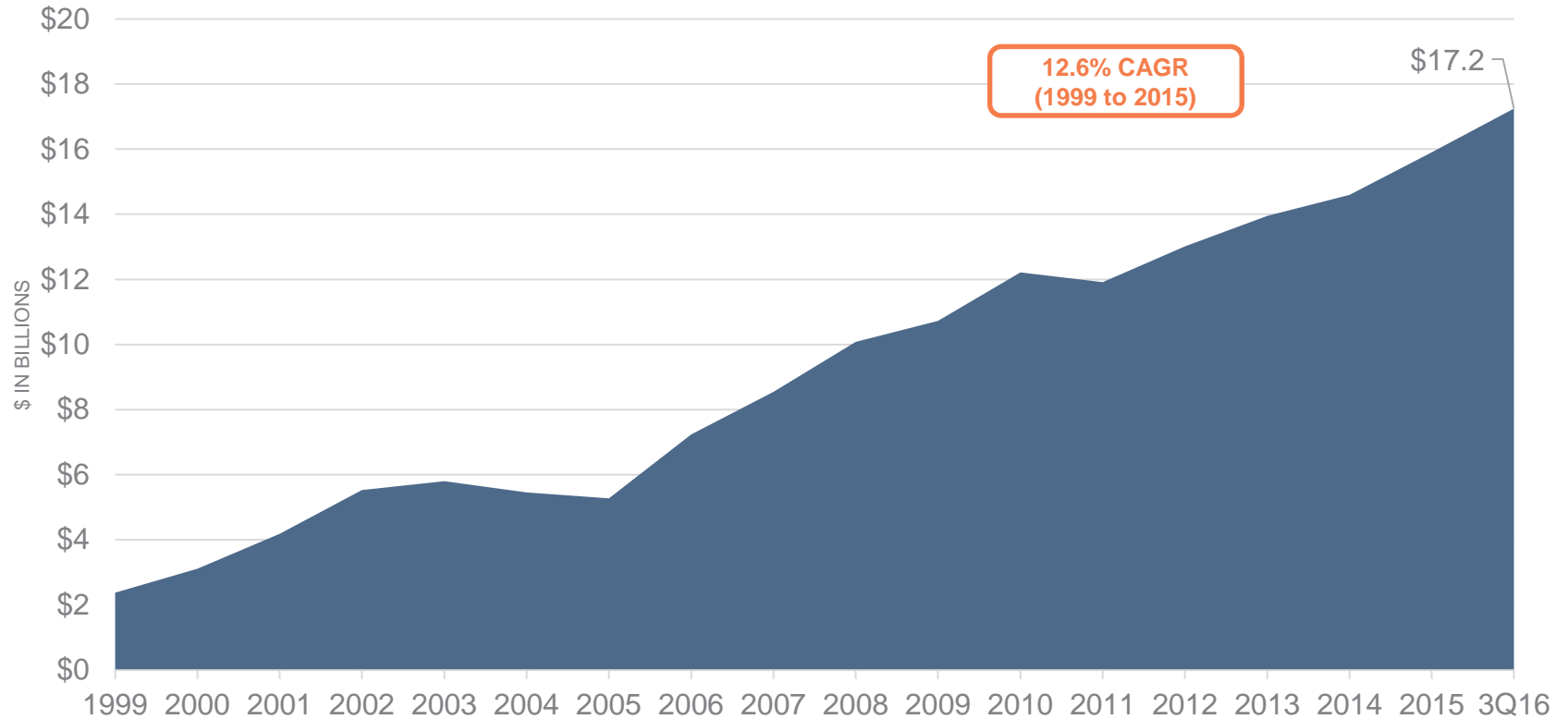
- Macro supply/demand for ag credit
- Absolute level of interest rates
- Business mix
- Delinquencies

CREDIT QUALITY

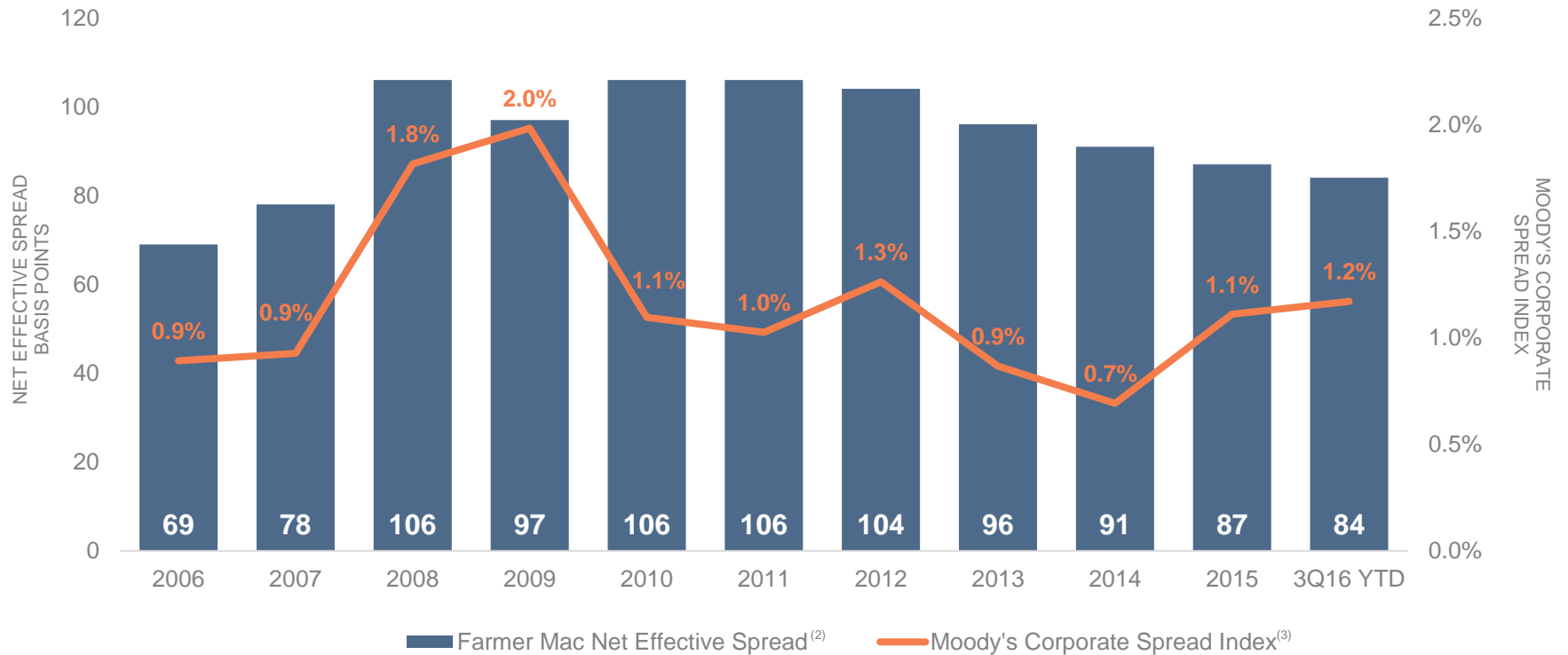
- Idiosyncratic borrower impacts: death in family, divorce, & disease
- Commodity price volatility
- Acts of nature: droughts, disease, etc.

 ⁽¹⁾ Core earnings and net effective spread are non-GAAP measures. For a reconciliation of GAAP net income attributable to common stockholders to core earnings and a reconciliation of GAAP net interest income to net effective spread, please refer to pages 43-45 of the Appendix.

Farmer Mac Outstanding Business Volume



Farmer Mac Net Effective Spread ⁽¹⁾



(1) Net effective spread is a non-GAAP measure. For a reconciliation of GAAP net interest income to net effective spread, please refer to page 46 of the Appendix.

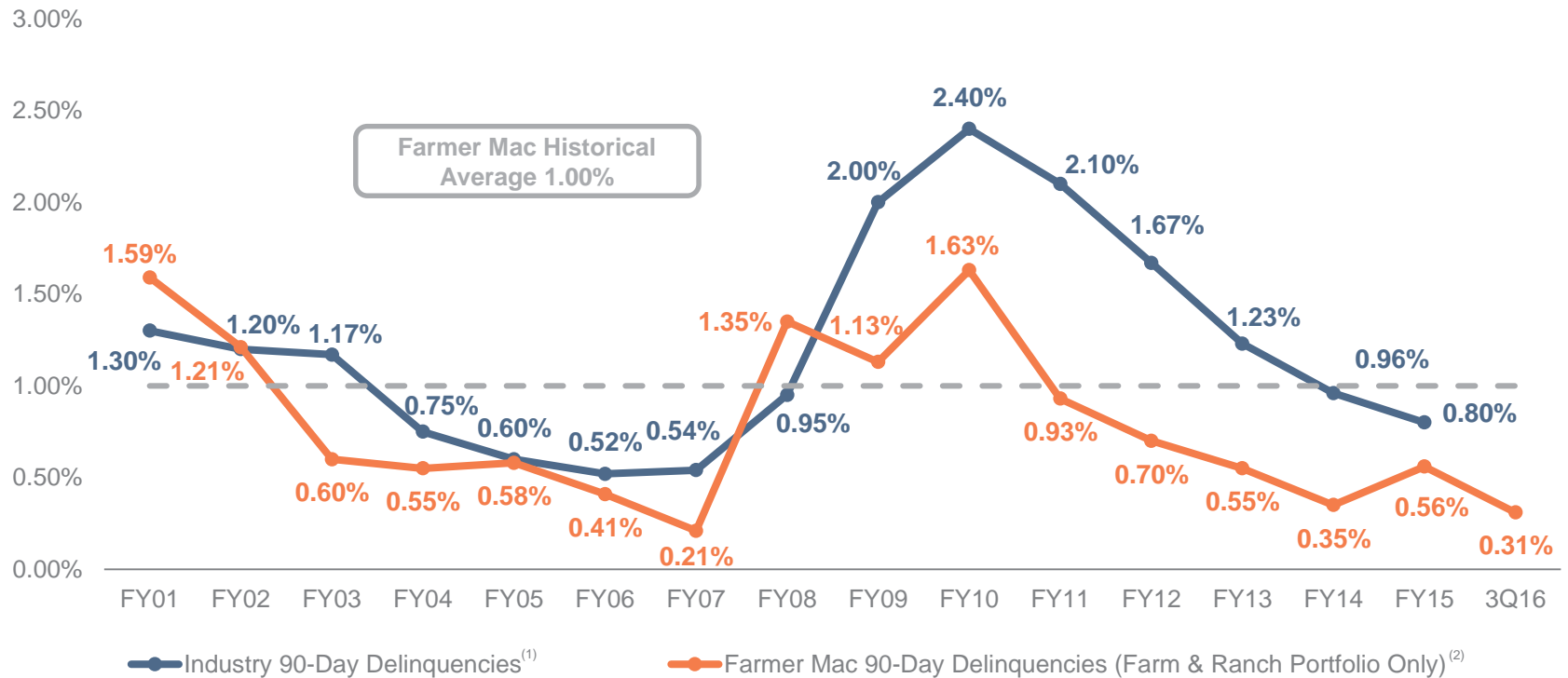
(2) Beginning Jan. 1, 2015, Farmer Mac classified all of the income from Farmer Mac Guaranteed Securities that it holds in its portfolio as interest income. Periods prior to 2011 have not been restated.

(3) Source: St. Louis Fed, Economic Database: Average Moody's Baa – Average Moody's Aaa bond spreads.



Farmer Mac Credit vs. Industry

90-Day Delinquencies

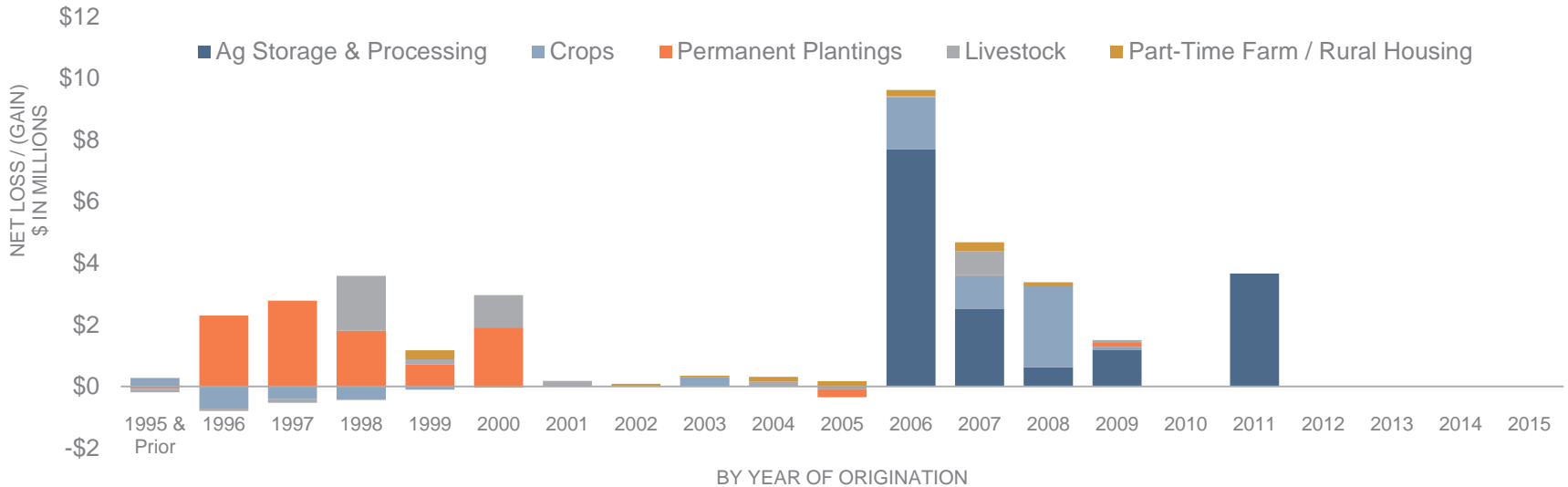


⁽¹⁾ Source: Kansas City Federal Reserve, Ag Finance Databook & Farm Credit Funding Corp Annual Information Statements – Non-accrual real estate loans and accruing loans that are 90 days or more past due made by commercial and Farm Credit System banks; 3Q16 data not yet available.

⁽²⁾ Delinquencies include loans held and loans underlying off-balance sheet Farm & Ranch Guaranteed Securities (excluding AgVantage Securities) and LTSPCs that are 90 days or more past due, in foreclosure, or in bankruptcy, excluding loans performing under either their original loan terms or a court-approved bankruptcy plan.



Farmer Mac – Historical Credit Losses



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

Farm & Ranch line of business has historical cumulative losses of 0.16%, or less than 1bp per year

- Cumulative losses of \$35 million on \$21 billion of cumulative historical business volume



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 federally supervised financial institutions (banks, etc.)

Debt Securities Trade at Narrow Spreads to Comparable Maturity Treasuries

MATURITY (YEARS)	1	3	5	10
SPREAD TO TREASURY (AS OF SEPTEMBER 30, 2016)	7 bps	17 bps	18 bps	44 bps





Farmer Mac Financial Performance

Third Quarter 2016 Financial Performance⁽¹⁾

Net effective spread (NES) of \$32.2 million (86 bps) compared to \$31.0 million (84 bps) last quarter, and \$30.4 million (88 bps) in third quarter 2015

- Increase in 3Q16 NES driven by lower short-term LIBOR-based funding costs, growth in outstanding business volume, and a wider spread on an AgVantage security that was refinanced during the quarter
- Year-over-year increase in dollars attributable to growth in outstanding business volume and refinanced security

Core earnings of \$14.4 million (\$1.36 per diluted share), compared to \$13.0 million (\$1.23 per diluted share) last quarter, and \$13.2 million (\$1.17 per diluted share) for third quarter 2015

- Sequential increase due to higher net effective spread and a decrease in credit-related expenses
- Year-over-year increase due to higher net effective spread and guarantee and commitment fee income

Total business volume of \$17.2 billion, an increase of \$131 million from June 30, 2016 and \$1.6 billion from third quarter 2015

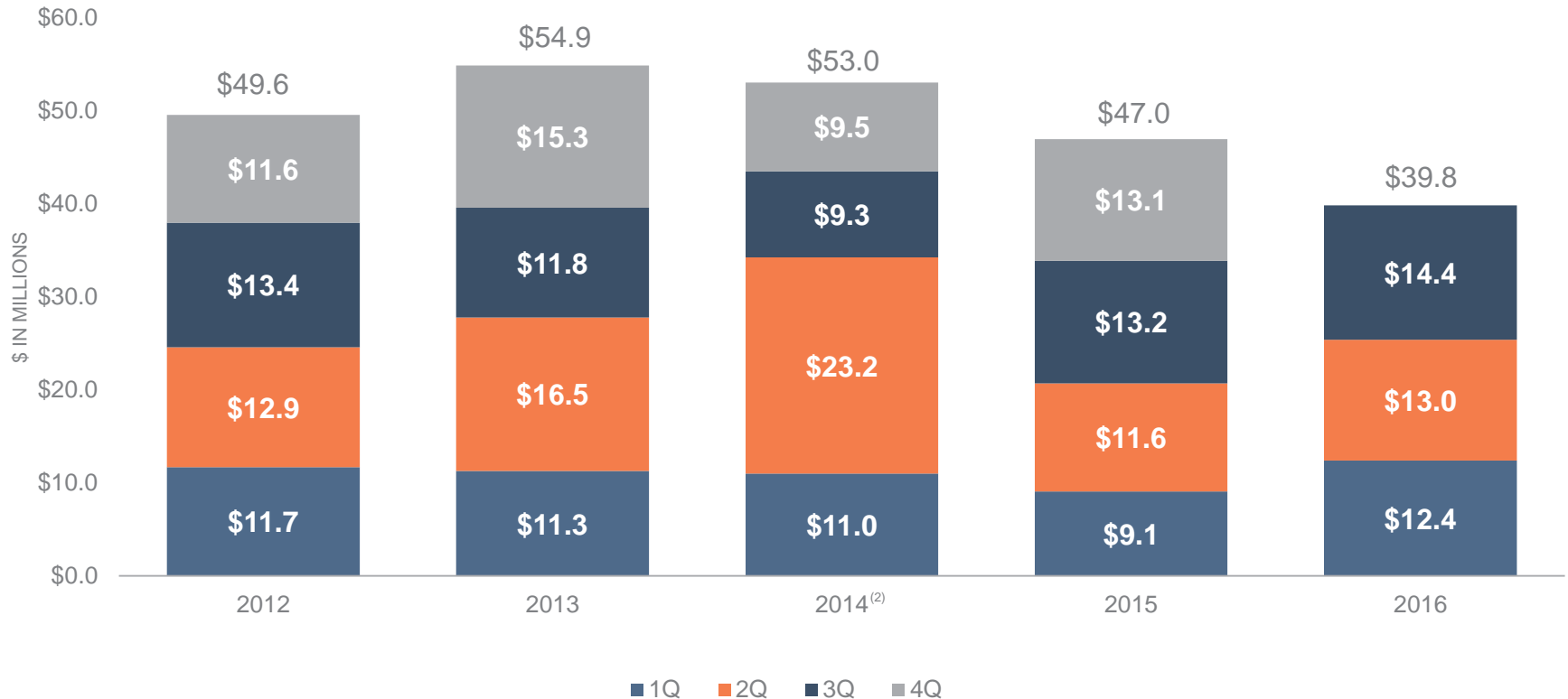
- Purchased \$528 million of AgVantage securities (-\$37 million net)
- Purchased \$283 million of Farm & Ranch loans (+\$150 million net)
- Added \$156 million of Farm & Ranch loans under LTSPCs (+\$24 million net)
- Purchased \$87 million of USDA Securities (+\$30 million net)
- Issued \$32 million of Farmer Mac Guaranteed USDA Securities (+\$30 million net)
- Purchased \$20 million of Rural Utilities loans (-\$9 million net)

Credit quality remains stable

- 90-day delinquencies of \$18.4 million (0.31% of Farm & Ranch loans), a decrease from \$22.1 million (0.38% of Farm & Ranch loans) in second quarter 2016



Core Earnings (Non-GAAP Measure)⁽¹⁾

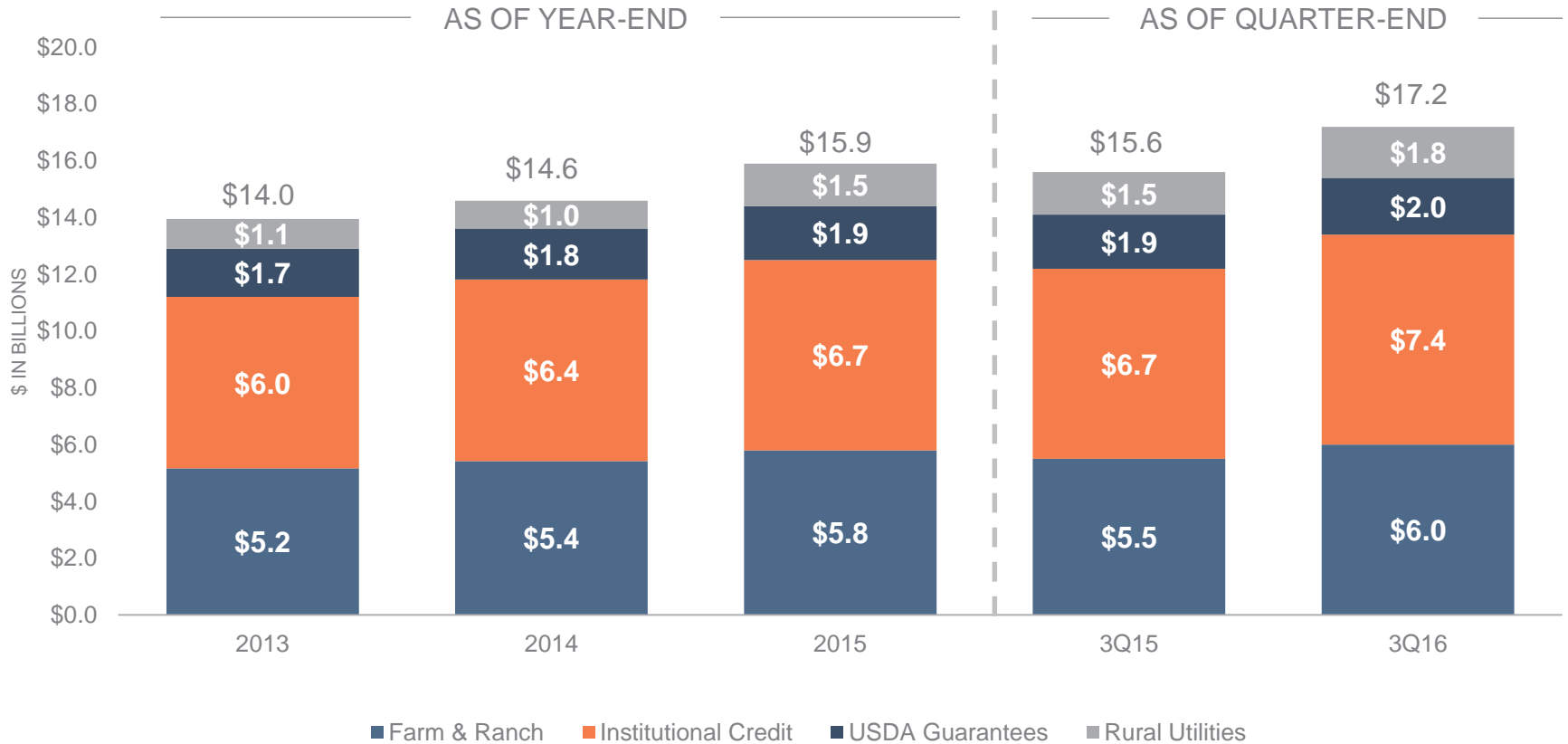


⁽¹⁾ For a reconciliation of GAAP net income attributable to common stockholders to core earnings, a non-GAAP financial measure, please refer to pages 43-44 of the Appendix.

⁽²⁾ Core earnings for 2014 include the effects of the cash management and liquidity initiative implemented in second quarter 2014, and the capital structure initiative under which Farmer Mac issued \$150 million of preferred stock in advance of the planned March 30, 2015 redemption of all outstanding Farmer Mac II Preferred Stock and related Farm Asset-Linked Capital Securities (FALConS). Each of these initiatives have been described in Farmer Mac's prior SEC filings, including its Annual Report on Form 10-K for the year ended December 31, 2014, filed with the SEC on March 16, 2015.



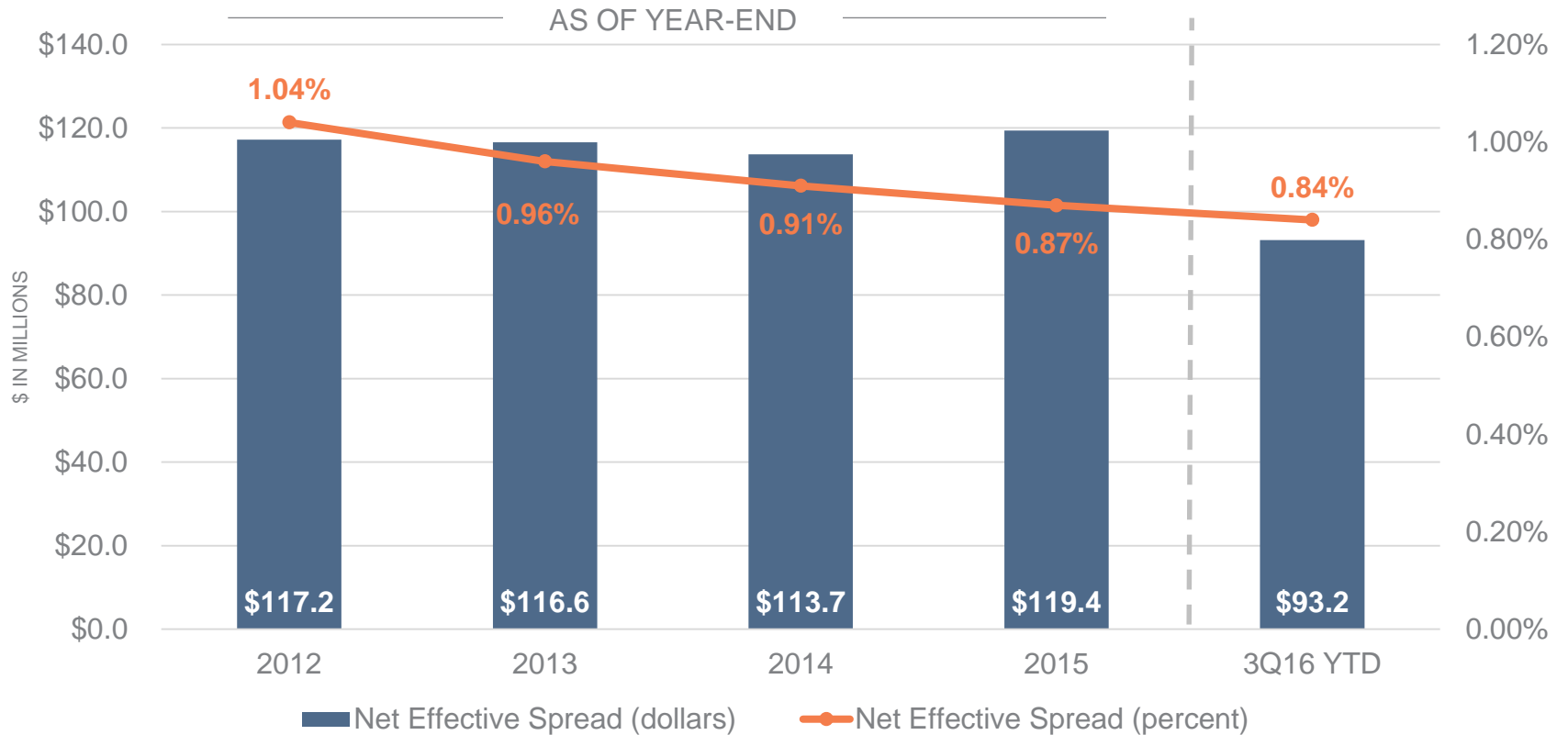
Business Volume⁽¹⁾



(1) Includes on- and off-balance sheet outstanding business volume.



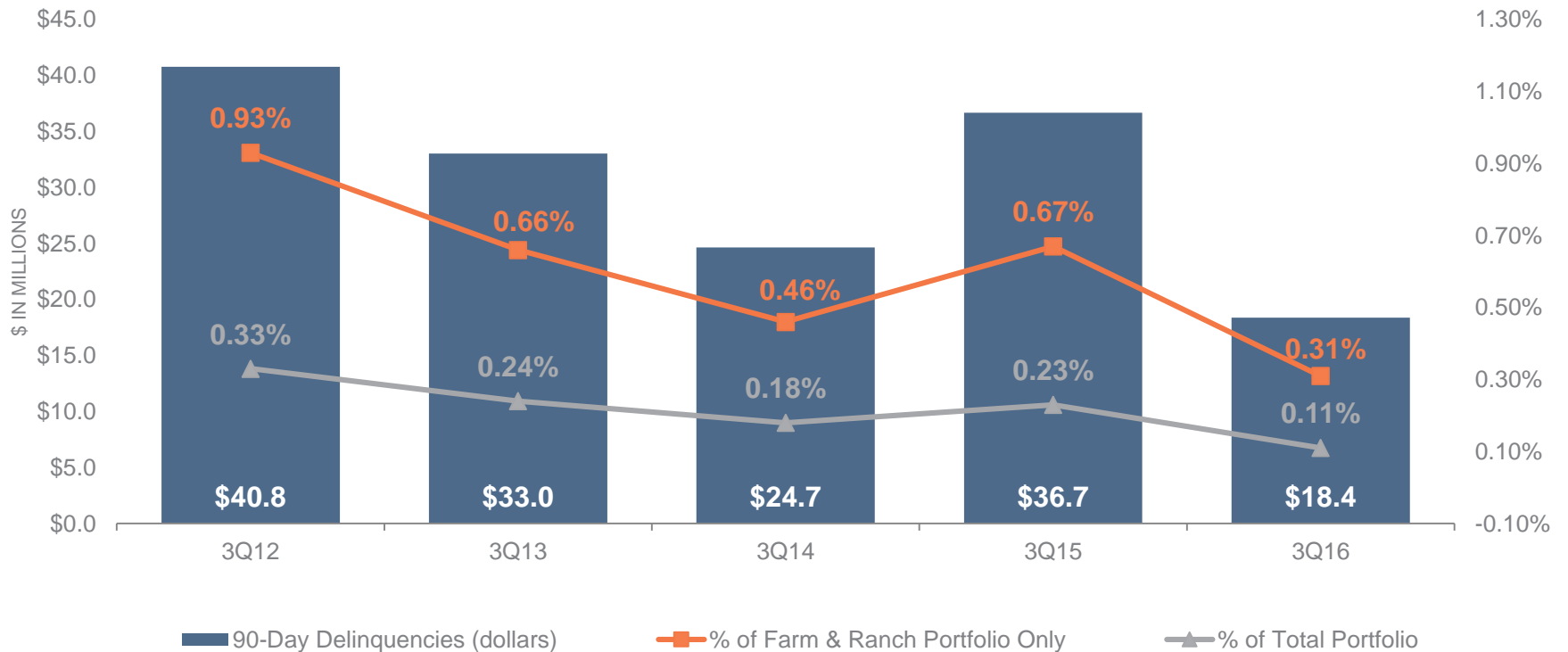
Net Effective Spread (Non-GAAP Measure)⁽¹⁾



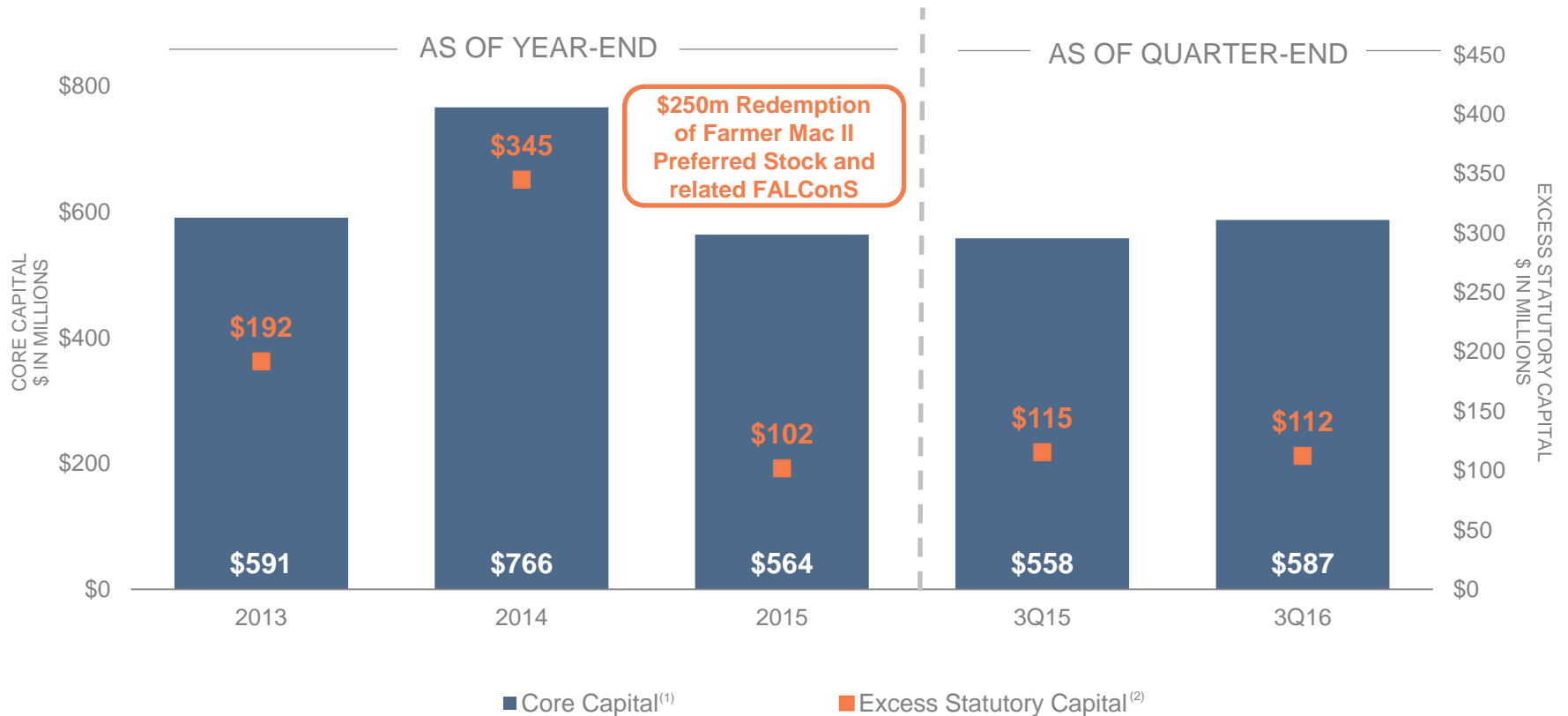
⁽¹⁾ For a reconciliation of GAAP net interest income to net effective spread, a non-GAAP financial measure, please refer to page 46 of the Appendix.



Credit Quality – 90-Day Delinquencies



Capital



(1) Core capital defined as total stockholders' equity less accumulated other comprehensive income.

(2) Excess statutory capital defined as core capital less statutory minimum capital.





Appendix

Key Company Metrics

(\$ in thousands, except per share amounts)	3Q16 YTD	2015	2014	2013	2012
Core Earnings ^{(1) (2)}	\$39,859	\$46,975	\$53,047	\$54,892	\$49,642
Core Earnings per Diluted Share ⁽²⁾	\$3.71	\$4.15	\$4.67	\$4.90	\$4.51
Net Effective Spread (\$) ⁽²⁾	\$93,174	\$119,380	\$113,693	\$116,582	\$117,190
Net Effective Spread (%) ⁽²⁾	0.84%	0.87%	0.91%	0.96%	1.04%
Guarantee & Commitment Fees	\$14,012	\$17,155	\$16,780	\$16,591	\$15,989
Excess Regulatory Capital	\$112,300	\$102,400	\$345,000	\$192,200	\$145,000
Common Stock Dividends per Share	\$0.78	\$0.64	\$0.56	\$0.48	\$0.40
Outstanding Business Volume	\$17,247,739	\$15,898,820	\$14,597,758	\$13,950,312	\$13,015,188
90-Day Delinquencies – Farm & Ranch	0.31%	0.56%	0.35%	0.55%	0.70%
Charge-Offs	\$130	\$3,772	\$86	\$4,004	\$2,501
Book Value per Share ⁽³⁾	\$36.48	\$33.66	\$29.76	\$26.68	\$20.52
Core Earnings Return on Equity	15%	14%	17%	22%	25%

⁽¹⁾ Core earnings for 2014 include the effects of the cash management and liquidity initiative implemented in second quarter 2014 and the capital structure initiative under which Farmer Mac issued \$150 million of preferred stock in advance of the planned March 30, 2015 redemption of all outstanding Farmer Mac II Preferred Stock and related FALConS. Each of these initiatives have been described in Farmer Mac's prior SEC filings, including its Annual Report on Form 10-K for the year ended December 31, 2014, filed with the SEC on March 16, 2015.

⁽²⁾ Core earnings, core earnings per share, and net effective spread are non-GAAP measures. For a reconciliation of GAAP net income attributable to common stockholders to core earnings and earnings per share to core earnings per share, and a reconciliation of GAAP net interest income to net effective spread, please refer to pages 43-46 of the Appendix.

⁽³⁾ Book Value per Share excludes accumulated other comprehensive income.



Farmer Mac's Core Earnings History

(\$ in thousands)	Core Earnings by Quarter Ended								
	Sep-16	Jun-16	Mar-16	Dec-15	Sep-15	Jun-15	Mar-15	Dec-14	Sep-14
Revenues:									
Net effective spread ⁽¹⁾	\$ 32,199	\$ 31,026	\$ 29,949	\$ 29,949	\$ 30,387	\$ 29,787	\$ 29,257	\$ 28,442	\$ 29,766
Guarantee and commitment fees	4,533	4,810	4,669	4,730	4,328	4,085	4,012	4,097	4,152
Other	(32)	(125)	(517)	(284)	(93)	(24)	(405)	(1,285)	(2,001)
Total revenues	36,700	35,711	34,101	34,395	34,622	33,848	32,864	31,254	31,917
Credit related expense/(income):									
Provision for/(release of) losses	(31)	458	63	(49)	(303)	1,256	(696)	(479)	(804)
REO operating expenses	-	-	39	44	48	-	(1)	48	1
Losses/(gains) on sale of REO	(15)	-	-	-	-	-	1	28	-
Total credit related expense/(income)	(46)	458	102	(5)	(255)	1,256	(696)	(403)	(803)
Operating expenses:									
Compensation and employee benefits	5,438	5,611	5,774	5,385	5,236	5,733	5,693	4,971	4,693
General and administrative	3,474	3,757	3,526	3,238	3,676	3,374	2,823	2,992	3,123
Regulatory fees	613	612	613	613	600	600	600	600	593
Total operating expenses	9,525	9,980	9,913	9,236	9,512	9,707	9,116	8,563	8,409
Net earnings	27,221	25,273	24,086	25,164	25,365	22,885	24,444	23,094	24,311
Income tax expense/(benefit)	9,497	8,956	8,444	8,855	8,924	8,091	6,692	4,858	6,327
Non-controlling interest	(18)	(16)	(28)	(60)	(36)	(119)	5,354	5,414	5,412
Preferred stock dividends	3,295	3,296	3,295	3,296	3,295	3,296	3,295	3,296	3,283
Core earnings ⁽¹⁾	\$ 14,447	\$ 13,037	\$ 12,375	\$ 13,073	\$ 13,182	\$ 11,617	\$ 9,103	\$ 9,526	\$ 9,289

⁽¹⁾ Core earnings and net effective spread are non-GAAP measures. For a reconciliation of GAAP net income attributable to common stockholders to core earnings and a reconciliation of GAAP net interest income to net effective spread, please refer to pages 43 and 46 of the Appendix.



Reconciliation of Net Income to Core Earnings

(\$ in thousands)	Core Earnings by Quarter Ended									
	Sep-16	Jun-16	Mar-16	Dec-15	Sep-15	Jun-15	Mar-15	Dec-14	Sep-14	
Net income attributable to common stockholders	\$ 16,364	\$ 12,006	\$ 10,317	\$ 15,032	\$ 8,359	\$ 22,162	\$ 1,818	\$ 5,647	\$ 11,586	
Reconciling items:										
Unrealized gains/(losses) on financial derivatives and hedging activities	1,460	(2,076)	(2,989)	2,743	(6,906)	15,982	(895)	(5,719)	4,131	
Unrealized gains/(losses) on trading assets	1,182	394	358	696	(8)	170	362	1,044	(32)	
Amortization of premiums/discounts and deferred gains on assets consolidated at fair value	(157)	(371)	(281)	(263)	(117)	(125)	(814)	(1,247)	(678)	
Net effects of settlements on agency forward contracts	464	466	(255)	(162)	(390)	197	(252)	(46)	113	
Loss on retirement of Farmer Mac II LLC ⁽¹⁾ Preferred Stock	-	-	-	-	-	-	(8,147)	-	-	
Income tax effect related to reconciling items	(1,032)	556	1,109	(1,055)	2,598	(5,679)	2,461	2,089	(1,237)	
Core earnings	\$ 14,447	\$ 13,037	\$ 12,375	\$ 13,073	\$ 13,182	\$ 11,617	\$ 9,103	\$ 9,526	\$ 9,289	

⁽¹⁾ The loss from retirement of the Farmer Mac II LLC Preferred Stock in first quarter 2015 has been excluded from core earnings because it is not a frequently occurring transaction and not indicative of future operating results. This is also consistent with Farmer Mac's previous treatment of these types of origination costs associated with securities underwriting that are capitalized and deferred during the life of the security.



Reconciliation of Net Income to Core Earnings

<i>(in thousands)</i>	Core Earnings by Period Ended				
	3Q16 YTD	2015	2014	2013	2012
Net income attributable to common stockholders	\$ 38,687	\$ 47,371	\$ 38,251	\$ 71,833	\$ 43,894
Less reconciling items:					
Unrealized (losses)/gains on financial derivatives and hedging activities	(3,605)	10,924	(9,969)	45,181	6,654
Unrealized gains/(losses) on trading assets	1,934	1,220	1,597	(820)	308
Amortization of premiums/discounts and deferred gains on assets consolidated at fair value	(809)	(1,319)	(14,549)	(19,180)	(11,178)
Net effects of settlements on agency forward contracts	675	(607)	158	882	1,317
Lower of cost or fair value adjustments on loans held for sale	-	-	-	-	(5,943)
Loss on retirement of Farmer Mac II LLC Preferred Stock ⁽¹⁾	-	(8,147)	-	-	-
Income tax effect related to reconciling items	633	(1,675)	7,967	(9,122)	3,094
Core earnings	\$ 39,859	\$ 46,975	\$ 53,047	\$ 54,892	\$ 49,642

⁽¹⁾ The loss from retirement of the Farmer Mac II LLC Preferred Stock in first quarter 2015 has been excluded from core earnings because it is not a frequently occurring transaction and not indicative of future operating results. This is also consistent with Farmer Mac's previous treatment of these types of origination costs associated with securities underwriting that are capitalized and deferred during the life of the security.



Reconciliation of Net Income to Core Earnings per Share

	For the Three Months Ended			For the Nine Months Ended	
	Sep-16	Jun-16	Sep-15	Sep-16	Sep-15
GAAP - Diluted EPS	\$ 1.54	\$ 1.13	\$ 0.74	\$ 3.60	\$ 2.85
Less reconciling items:					
Unrealized gains/(losses) on financial derivatives and hedging activities	0.14	(0.20)	(0.62)	(0.34)	0.71
Unrealized gains on trading securities	0.11	0.04	-	0.18	0.05
Amortization of premiums/discounts and deferred gains on assets consolidated at fair value	(0.01)	(0.03)	(0.01)	(0.07)	(0.09)
Net effects of settlements on agency forward contracts	0.04	0.04	(0.03)	0.06	(0.04)
Loss on retirement of Farmer Mac II LLC Preferred Stock ⁽¹⁾	-	-	-	-	(0.72)
Income tax effect related to reconciling items	(0.10)	0.05	0.23	0.06	(0.05)
Sub-total	0.18	(0.10)	(0.43)	(0.11)	(0.14)
Core Earnings - Diluted EPS	\$ 1.36	\$ 1.23	\$ 1.17	\$ 3.71	\$ 2.99

⁽¹⁾ The loss from retirement of the Farmer Mac II LLC Preferred Stock in first quarter 2015 has been excluded from core earnings because it is not a frequently occurring transaction and not indicative of future operating results. This is also consistent with Farmer Mac's previous treatment of these types of origination costs associated with securities underwriting that are capitalized and deferred during the life of the security.



Reconciliation of Net Effective Spread

<i>(in thousands)</i>	Net Effective Spread by Period Ended										
	3Q16 YTD	2015	2014	2013	2012	2011	2010	2009	2008	2007	2006
Net interest yield	0.89%	0.88%	0.51%	0.89%	1.14%	1.30%	1.30%	1.68%	1.62%	0.85%	0.85%
Net effect of consolidated trusts	0.02%	0.01%	0.00%	0.00%	0.02%	0.06%	0.15%	0.00%	0.00%	0.00%	0.00%
Net effect of securities purchaed under agreement to resell and securities sold, not yet purchased	0.00%	0.00%	0.35%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Expense related to undesignated financial derivatives	-0.07%	-0.04%	-0.07%	-0.10%	-0.23%	-0.41%	-0.54%	-0.70%	-0.49%	0.00%	-0.07%
Amortization of premiums/discounts on assets consolidated at fair value	0.00%	0.02%	0.12%	0.17%	0.12%	0.12%	0.19%	0.00%	0.00%	0.00%	0.00%
Yield maintenance payments ⁽¹⁾	0.00%	0.00%	0.00%	0.00%	-0.01%	-0.01%	-0.04%	-0.01%	-0.07%	-0.07%	-0.09%
Net Effective Spread	0.84%	0.87%	0.91%	0.96%	1.04%	1.06%	1.06%	0.97%	1.06%	0.78%	0.69%

⁽¹⁾ Beginning in 2013, Farmer Mac no longer excluded yield maintenance payments.



Farmer Mac's Net Effective Spread History⁽¹⁾

(\$ in thousands)	Net Effective Spread by Business Segment											
	Farm & Ranch		USDA Guarantees		Rural Utilities		Institutional Credit		Corporate		Net Effective Spread ⁽¹⁾	
	Dollars	Yield	Dollars	Yield	Dollars	Yield	Dollars	Yield	Dollars	Yield	Dollars	Yield
For the quarter ended:												
September 30, 2016	\$ 10,703	1.90%	\$ 5,189	1.07%	\$ 2,643	1.05%	\$ 11,427	0.75%	\$ 2,237	0.24%	\$ 32,199	0.86%
June 30, 2016	9,875	1.78%	4,588	0.96%	2,562	1.03%	11,407	0.77%	2,594	0.29%	31,026	0.84%
March 31, 2016	9,461	1.71%	4,308	0.91%	2,538	1.02%	11,090	0.80%	2,552	0.26%	29,949	0.82%
December 31, 2015	9,381	1.72%	4,518	0.96%	2,845	1.14%	10,899	0.80%	2,306	0.26%	29,949	0.85%
September 30, 2015	9,628	1.80%	4,630	0.99%	2,907	1.18%	11,271	0.81%	1,951	0.25%	30,387	0.88%
June 30, 2015	9,681	1.82%	4,466	0.98%	2,838	1.18%	10,860	0.78%	1,942	0.25%	29,787	0.88%
March 31, 2015 ⁽²⁾	10,114	1.97%	4,225	0.95%	2,804	1.15%	10,425	0.77%	1,689	0.20%	29,257	0.86%
December 31, 2014 ⁽³⁾	8,682	1.71%	5,250	1.19%	2,908	1.18%	9,870	0.78%	1,732	0.26%	28,442	0.91%
September 30, 2014	8,207	1.68%	5,073	1.18%	2,890	1.16%	9,823	0.78%	3,773	0.59%	29,766	0.97%

⁽¹⁾ Net effective spread is a non-GAAP measure. For a reconciliation of GAAP net interest income to net effective spread, please refer to page 45 of the Appendix.

⁽²⁾ Beginning in first quarter 2015, Farmer Mac revised its methodology for interest expense allocation among Farm & Ranch, USDA Guarantees, and Rural Utilities lines of business. As a result of this revision, a greater percentage of interest expense has been allocated to the longer term assets included within the USDA Guarantees and Rural Utilities lines of business. Net effective spread for periods prior to the quarter ended March 31, 2015 does not reflect this revision.

⁽³⁾ On October 1, 2014, \$78.5 million of preferred stock issued by CoBank was called, resulting in a loss of net effective spread of \$2.1 million or 30 basis points in the corporate segment. The impact on consolidated net effective spread on a quarterly basis is 7 basis points.



Liquidity – Investment Portfolio

AS OF SEPTEMBER 30, 2016

Farmer Mac maintains an investment portfolio to provide back-up source of liquidity in excess of regulatory requirements

- Minimum of 90 days of liquidity required by regulation

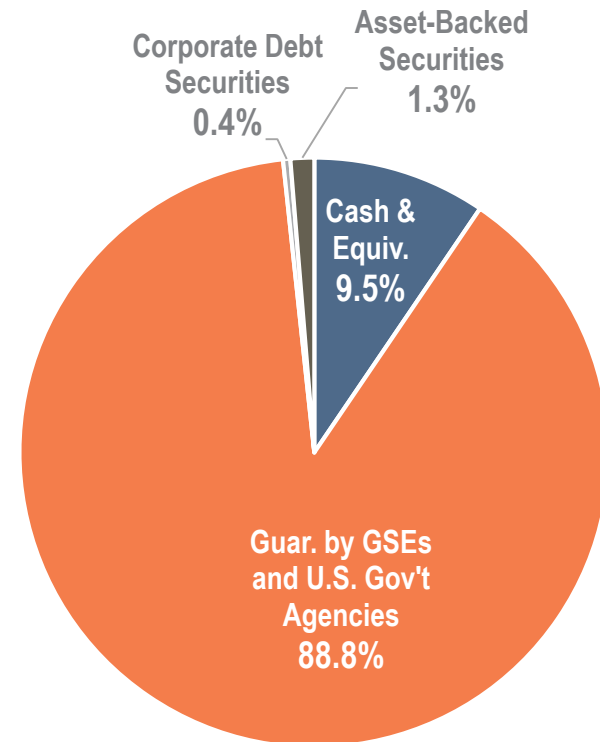
\$3.3 billion investment portfolio at September 30

- Cash and highly-rated investment securities
- Conservative portfolio goals
 - Minimize exposure to market volatility
 - Preservation of capital
 - Ready access to cash
- Provided 151 days of liquidity as of September 30, 2016

Farmer Mac also has \$1.5 billion line of credit with U.S. Treasury

- Supports Farmer Mac’s guarantee obligations
- Farmer Mac has never used this line of credit

Liquidity Portfolio



Interest Rate Risk

Match fund asset purchases with liabilities that have similar interest rate characteristics

- Duration and convexity matching
- Coupon type
- Reset frequency

Manage pre-payment risk on mortgages

- Issue a portfolio of callable and bullet debt across spectrum of maturities to obtain the appropriate match
- Can adjust effective asset and debt coupon and duration characteristics through the use of interest rate swaps or other derivatives

Perform regular stress testing and disclose a variety of sensitivity measures

- Duration Gap
- Market Value of Equity (MVE) Sensitivity
- Net Interest Income (NII) Sensitivity
- Measure these sensitivities' impact on various capital metrics



Three Classes of Common Stock

Number of Shares

CLASS A VOTING COMMON STOCK

- NYSE: AGM.A
- Ownership restricted to non-Farm Credit System financial institutions

1.0 million

CLASS B VOTING COMMON STOCK

- Not publicly traded
- Ownership restricted to Farm Credit System institutions

0.5 million

CLASS C NON-VOTING COMMON STOCK

- NYSE: AGM
- No ownership restrictions

8.9 million



Three Classes of Preferred Stock

Number of Shares

SERIES A NON-CUMULATIVE PREFERRED STOCK

- NYSE: AGM.PR.A
- Dividend Yield: 5.875%**
- Option to redeem at any time on or after January 17, 2018
- Redemption Value: \$25 per share

2.4 million

SERIES B NON-CUMULATIVE PREFERRED STOCK

- NYSE: AGM.PR.B
- Dividend Yield: 6.875%**
- Option to redeem at any time on or after April 17, 2019
- Redemption Value: \$25 per share

3.0 million

SERIES C FIXED-TO-FLOATING NON-CUMULATIVE PREFERRED STOCK

- NYSE: AGM.PR.C
- Dividend Yield: 6.000%**
- Option to redeem at any time on or after July 18, 2024
- Redemption Value: \$25 per share

3.0 million

**Par value annual dividend yield

