Today’s Presenters

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Farmer Mac Solutions

**Farm & Ranch Loan Purchase Solution**
Access competitive, short and long-term financing for farm operations, rural properties, and production agriculture. You originate and sell eligible loans to us, secured by first lien mortgages. You maintain the client relationships. Preserve capital, attract and retain customers, and minimize credit and interest rate risk.

**USDA Guaranteed Loan Purchase Solution**
Sell us the guaranteed portions of your Farm Service Agency (FSA) and Rural Development (RD) loans. Benefits include access to a full suite of loan products, attractive rates, and automated online processes. You retain all loan servicing.

**Credit Protection Solution**
Choose from a guaranteed security solution or a purchase commitment option. With a security solution, we will securitize a set of eligible loans and provide a credit guarantee that ensures payment to the holder of the security. Under the purchase commitment option, you pay an annual fee and we will commit to purchase any of the scheduled loans that default. Processes are streamlined and setup is simple.

**Wholesale Financing Solution**
Borrow funds through a facility program by pledging eligible agricultural mortgages as collateral. Facility formation is easy to establish and maintain and can be upsized as your business grows. Cost of funds is extremely competitive. Issuances from the facility are executed quickly upon credit approval.

**QUESTIONS? Let’s do this… together.**
Farm & Ranch
Loan Purchase Program
Becoming a Farmer Mac Seller

**Farmer Mac Seller requirements**
- Seller application
- Seller/Servicer agreement
- Officers’ Certificate
- Stock ownership

<table>
<thead>
<tr>
<th>Consolidated Assets</th>
<th>Stock Ownership Requirements</th>
</tr>
</thead>
<tbody>
<tr>
<td>Up to $50 Million</td>
<td>100 shares of Class A or Class C</td>
</tr>
<tr>
<td>$50- $100 Million</td>
<td>200 shares of Class A or Class C</td>
</tr>
<tr>
<td>$100- $500 Million</td>
<td>500 shares of Class A or Class C</td>
</tr>
<tr>
<td>Over $500 Million</td>
<td>1000 shares of Class A or Class C</td>
</tr>
</tbody>
</table>

Application and stock purchase not required for Farmer Mac 2
## Recent Farm and Ranch Loan Examples

<table>
<thead>
<tr>
<th>State</th>
<th>South Dakota</th>
<th>California</th>
<th>Iowa</th>
<th>Indiana</th>
<th>Georgia</th>
</tr>
</thead>
<tbody>
<tr>
<td>County</td>
<td>Douglas</td>
<td>Kern</td>
<td>Ringgold</td>
<td>Clinton</td>
<td>Polk</td>
</tr>
<tr>
<td>Commodity</td>
<td>Corn</td>
<td>Almonds</td>
<td>CRP</td>
<td>Hogs</td>
<td>Ranch Cattle</td>
</tr>
<tr>
<td>Underwriting Method</td>
<td>Fast Track</td>
<td>Full Underwrite</td>
<td>Fast Track</td>
<td>Full Underwrite</td>
<td>AgEquity RLOC</td>
</tr>
<tr>
<td>Loan Amount</td>
<td>$750,000</td>
<td>$1,300,000</td>
<td>$245,000</td>
<td>$1,126,000</td>
<td>$2,170,000</td>
</tr>
<tr>
<td>LTV</td>
<td>44%</td>
<td>58%</td>
<td>39%</td>
<td>56%</td>
<td>50%</td>
</tr>
<tr>
<td>Acres</td>
<td>320</td>
<td>130</td>
<td>231</td>
<td>139</td>
<td>879</td>
</tr>
<tr>
<td>Product</td>
<td>30-Year Fixed</td>
<td>15-Year Fixed</td>
<td>25-Year Fixed</td>
<td>10-Year Fixed</td>
<td>10-Yr. Draw / 30 Yr. Note</td>
</tr>
<tr>
<td>Pricing</td>
<td>Choice</td>
<td>Choice</td>
<td>Choice</td>
<td>Standard</td>
<td>Standard</td>
</tr>
<tr>
<td>Payment</td>
<td>Semi-Annual</td>
<td>Semi-Annual</td>
<td>Annual</td>
<td>Monthly</td>
<td>Semi-Annual</td>
</tr>
<tr>
<td>Note Rate</td>
<td>6.50%</td>
<td>5.30%</td>
<td>6.65%</td>
<td>5.50%</td>
<td>5.05%</td>
</tr>
<tr>
<td>Net Yield</td>
<td>5.80%</td>
<td>4.80%</td>
<td>5.95%</td>
<td>5.15%</td>
<td>4.30%</td>
</tr>
<tr>
<td>Servicing Fee</td>
<td>0.70%</td>
<td>0.50%</td>
<td>0.70%</td>
<td>0.35%</td>
<td>0.75%</td>
</tr>
<tr>
<td>Maturity</td>
<td>1/1/2049</td>
<td>1/1/2034</td>
<td>1/1/2044</td>
<td>11/1/2028</td>
<td>1/1/2049</td>
</tr>
</tbody>
</table>
Property & Borrower Eligibility

Eligible Farm & Ranch Loans

- Farm or ranch real estate secured by a first mortgage
- Properties
  - Parcels of land capable of producing ag commodities or products
  - May be improved by buildings, fixtures, and equipment permanently attached
  - No minimum or maximum acreage requirement
    - Less than 5 acres must produce $5,000 or more in annual ag income
- Borrowers
  - U.S. citizens, nationals or aliens lawfully admitted for permanent U.S. residence
  - Corporations or partnerships where members, stockholders or partners holding a majority interest in the entity are U.S. citizens (or nationals) or aliens lawfully admitted for permanent U.S. residence. Co-borrowers or a personal guarantee is expected
  - Trusts are eligible for Farmer Mac financing if there is a personal guarantee
# Application Checklist

**Prepare and/or collect borrower information**

- Note: a *Narrative Template* is available in the Resource Library

## Application Checklist

<table>
<thead>
<tr>
<th>Step</th>
<th>Full Underwrite</th>
<th>Fast Track</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Detailed Narrative (analysis of character, capital, capacity, collateral, and condition)</td>
<td>☐</td>
<td>☐</td>
</tr>
<tr>
<td>2. UCC Search on all loans over $750,000. Applies to all borrowers/guarantors. Reports must be within 90 days of loan submission and marked up to align with the balance sheet.</td>
<td>☐</td>
<td>☐</td>
</tr>
<tr>
<td>3. Credit report with credit score for each applicant (within 90 days) (If a tri-merged report is submitted, the middle score will be used.)</td>
<td>☐</td>
<td>☐</td>
</tr>
<tr>
<td>4. Current market value balance sheet(s) with schedules (within 90 days) (including debt schedule)</td>
<td>☐</td>
<td>☐</td>
</tr>
<tr>
<td>5. Pro forma balance sheet and schedules (including debt schedule)</td>
<td>☐</td>
<td>☐</td>
</tr>
<tr>
<td>6. Previous three years (market value preferred, cost basis accepted) balance sheets and schedules</td>
<td>☐</td>
<td>N/A</td>
</tr>
<tr>
<td>7. Tax Returns/Income Statements for previous three years or four years for alternate bearing crops (only two years required for Fast Track)</td>
<td>☐</td>
<td>☐</td>
</tr>
<tr>
<td>8. Pro forma income and expense</td>
<td>☐</td>
<td>N/A</td>
</tr>
<tr>
<td>9. Verification of non-farm income (two (2) most recent paystubs or most recent W-2 for each applicant employed off-farm)</td>
<td>☐</td>
<td>☐</td>
</tr>
<tr>
<td>10. Written debt verifications from major lender(s) of the borrower (if not on the credit report)</td>
<td>☐</td>
<td>☐</td>
</tr>
<tr>
<td>11. Written mortgage verifications outlining outstanding principal balance and payment history (at least last 24 months) or two most recent 1098’s for each mortgage not on the credit report</td>
<td>☐</td>
<td>☐</td>
</tr>
<tr>
<td>12. Verification of cash, savings, cash value life insurance, marketable bonds and securities, and retirement accounts, if material to the credit</td>
<td>☐</td>
<td>☐</td>
</tr>
</tbody>
</table>
### Underwriting Matrix Snapshot

**Most popular programs include:**

<table>
<thead>
<tr>
<th>Eligible Pricing Type</th>
<th>Fast Track</th>
<th>Full Underwrite</th>
<th>Full Underwrite</th>
<th>AgEquity RLOC</th>
<th>AgAssist</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Total Debt Coverage</strong>&lt;br&gt;(See Seller/Servicer Guide, Section 202.3)</td>
<td>≥ 1.00 for 2 year average</td>
<td>≥ 1.25</td>
<td>≥ 1.50</td>
<td>≥ 1.35; must meet TDC after 3% rate shock</td>
<td>≥ 1.10</td>
</tr>
<tr>
<td><strong>Current Ratio</strong></td>
<td>≥ 1.00</td>
<td>≥ 1.25</td>
<td>≥ 1.50</td>
<td>≥ 1.25</td>
<td>≥ 1.00</td>
</tr>
<tr>
<td><strong>Debt to Asset</strong></td>
<td>≤ 40%</td>
<td>≤ 50%</td>
<td>≤ 40%</td>
<td>≤ 50%</td>
<td>≤ 60%</td>
</tr>
<tr>
<td><strong>Loan-to-Value</strong></td>
<td>≤ 55%</td>
<td>&lt;70%*</td>
<td>≤ 60%</td>
<td>≤ 50%**</td>
<td>≤ 45% FAMC LTV ≤ 85% CLTV</td>
</tr>
<tr>
<td><strong>Credit Score (FICO)</strong>&lt;br&gt;(Individual borrowers/guarantors)</td>
<td>≥ 720</td>
<td></td>
<td></td>
<td>≥ 680</td>
<td></td>
</tr>
<tr>
<td><strong>D&amp;B PAYDEX Score</strong>&lt;br&gt;(required if no individual borrowers/guarantors)</td>
<td>N/A</td>
<td></td>
<td></td>
<td>≥ 70</td>
<td></td>
</tr>
</tbody>
</table>
**Underwriting Matrix Snapshot**

**Most popular programs include:**

**AgEquity:**
- Funds are used for agriculture or business purposes
- Customer chooses 5 year or 10 year draw period
- Semi-Annual interest payments due on January 1 and July 1
- Minimum $2,500 draw; unlimited draws
- Improved properties are acceptable but improvements including permanent plantings are not valued when determining LTV
- Currently priced at 4.47% (1-Mo LIBOR + 2.00%)
## Underwriting Matrix Snapshot

**Most popular programs include:**

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<thead>
<tr>
<th>Loan Program</th>
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<th>AgAssist</th>
</tr>
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<tbody>
<tr>
<td>Eligible Pricing Type</td>
<td>Choice</td>
<td>Standard</td>
<td>Choice</td>
<td>Standard</td>
<td></td>
</tr>
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<td>≥ 1.00</td>
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<td></td>
</tr>
<tr>
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<td></td>
<td></td>
<td>≥ 70</td>
<td></td>
</tr>
</tbody>
</table>
Underwriting Matrix Snapshot

Most popular programs include:

**AgAssist:**
- Standard pricing
- Facility loans eligible on a case by case basis
- Eligible for cash-out
- 2nd mortgage must be guaranteed by a Federal or State agency
- Max loan size flexes with guaranteed loan amount
- Guaranteed loan required to be in a 2nd lien position
- Guaranteed loan ≥ 25% of combined 1st & 2nd loan amount
**AgXpress Unveiled**

A new program offered under the Farm & Ranch Solution

- Designed to simplify the application process and deliver a faster credit decision
- Bypass the majority of traditional loan onboarding requirements
- Substantially reduce the amount of time needed to submit a loan
Here’s What Fits

**Max loan size:** $750,000 per applicant *(within a 12-month period)*
- After 12 months of seasoning with no delinquencies, additional loans considered
- Max aggregate AgXpress exposure of $1.5 million

**Max LTV:** 55% of bare land value

**Min credit score (all applicants):** 720

**No restrictions on commodities**

**No restrictions on use of funds**

**No restrictions on products (Fixed, VRM, ARM)**

**Monthly or semi-annual payment frequencies**

**Applicants/borrowers must include all title holders**
**Process Overview**

**START HERE**

**FARM & RANCH PROCESS OVERVIEW**

Ready to submit a loan and don’t know where to begin? We’ve got you covered.

Here’s a list of the major activities involved in selling a Farm & Ranch loan to Farmer Mac.

2. **Gather** the required information according to the Application Checklist, include a supporting narrative with your application package to ensure prompt turnaround times.
3. **Complete** a new application in AgPower and upload supporting documents using your assigned login. Access AgPower at farmermac.com/Contact Client Services for assistance.
4. **Receive** a credit decision generally within two business days. Access your Preliminary Loan Approval Notice within the AgPower portal under “Documents.”
5. **Order** an appraisal and preliminary title report in accordance with the Appraisal and Title Guides.
6. **Submit** appraisal and title reports under the “Communication/Attachment” tab within AgPower. Ensure the reports meet the terms of engagement and first lien position requirements.
7. **Receive** the Conditions Prior to Funding via AgPower once Farmer Mac has assessed the appraisal and title work. Farmer Mac issues a Closing Instruction Letter to your assigned Closing Agent/Agent, who will coordinate closing activities with you.
8. **Rate Lock** by calling the Rate Lock Desk at 866.452.2617 between 9 a.m. – 2 p.m. C.S.T., referring to the Rate Lock Guide for instructions. Have the Preliminary Loan Approval Notice ready when rate locking.
9. **Assemble** closing documents, which may be prepared by your organization through an attorney, or through 3rd parties not affiliated with Farmer Mac. Access the Closing Guide. Complete the “Purchase Request” tab in AgPower two business days prior to loan funding. Work with the Closing Services to review documents, coordinate closing, and finalize loan purchase.
10. **Perform** ongoing field servicing duties, which may include monitoring taxes and insurance; property inspections; filing UCC continuations; and collecting annual financials, as described in the Field Servicer Guide. Central Service sends notices for payments; remitting field servicing fees to you as payments are received. Refer to Closing and Field Servicing Guides for more detail.

QUESTIONs? ClientServices@FarmerMac.com | 866.452.2617 | farmermac.com

All guidelines and reference materials are located within the Resource Library at farmermac.com.

Review the Servicer/Dealer Guide for a complete description of all obligations.
Process Overview

Here’s a list of the major activities involved in selling a Farm & Ranch loan to Farmer Mac.

1. **REVIEW** Product Guide, Underwriting Matrix, and Daily Rate Sheet to assess product interest and eligibility.
2. **GATHER** the required information according to the Application Checklist. Include a complete Narrative with your application package to ensure prompt turnaround times.
3. **COMPLETE** a new application in AgPower and send supporting documents using your assigned login.
4. **RECEIVE** a credit decision generally within two business days. Access your Preliminary Loan Approval Notice when the AgPower system completes its review.
5. **SUBMIT** appraisal and title reports under the “Communication/Attachment” tab within AgPower. Ensure the reports meet the terms of engagement and title lien position requirements.
6. **ORDER** an appraisal and preliminary title report in accordance with the Appraisal and Title Guides.
7. **SUBMIT** appraisal and title reports under the “Communication/Attachment” tab within AgPower. Ensure the reports meet the terms of engagement and title lien position requirements.
8. **COMPLETE** a new application in AgPower and send supporting documents using your assigned login.
9. **RECEIVE** a credit decision generally within two business days. Access your Preliminary Loan Approval Notice when the AgPower system completes its review.
10. **SUBMIT** appraisal and title reports under the “Communication/Attachment” tab within AgPower. Ensure the reports meet the terms of engagement and title lien position requirements.

Lean on us to help get you started.

Call Client Services at 866.452.2617 for specialized training.

Here’s a list of the major activities involved.

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**Ready to submit a loan and don’t know where to begin?**

**We’ve got you covered.**

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**Financing Rural America**

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**Questions?** ClientServices@farmermac.com | 866.452.2617 | farmermac.com

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**All guides and reference materials are located within the Resource Library at farmermac.com.**

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**Review the Seller/Servicer Guide for a complete description of all obligations.**
Process Overview

1. REVIEW Product Guides, brochures, and online tools to access product interest and eligibility.
2. GATHER the required information according to the Application Checklist. Include a completed Loan Application with your application package to ensure prompt underwriting.
3. COMPLETE: A new application is AgProfit and assist with preparing documents using your assigned loan.
5. REECE: a credit report once the application is completed. Access your Pre-fiction Loan Approval Notice at www.farmermac.com.
7. RECEIVE the conditions prior to funding via AgProfit. Once the lender has approved the appraisal, the lender will issue a Commitment Letter to the borrower.
8. RATE LOCK by calling the Rate Lock Desk at 866-452-2617 between 9 a.m. to 9 p.m. CDT, referring to the Rate Lock Guide.
9. ASSEMBLE final closing documents, which may be prepared by your organization, an attorney, or through PPPdocs Inc. (ppdocs.com), in accordance with the Closing Guide. Complete the "Purchase Request" tab in AgProfit.
10. PERFORM ongoing field servicing duties, which may include monitoring taxes and insurance, property inspections, filing UCC continuations, and collecting annual financials, as described in the Field Servicer Guide.
# Farm & Ranch Products

<table>
<thead>
<tr>
<th>Products</th>
<th>Term</th>
<th>Amortization</th>
<th>Choice Reset Margin</th>
<th>Standard Rates</th>
<th>Choice Rates</th>
</tr>
</thead>
<tbody>
<tr>
<td>AgEquity LIBOR</td>
<td>20</td>
<td>25</td>
<td>30</td>
<td>Varies</td>
<td>2.00%</td>
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<tr>
<td>1-Mo ARM LIBOR</td>
<td>15</td>
<td></td>
<td></td>
<td>15</td>
<td>25</td>
</tr>
<tr>
<td>1-Yr ARM</td>
<td>15</td>
<td></td>
<td></td>
<td>15</td>
<td>25</td>
</tr>
<tr>
<td>5-Yr ARM</td>
<td>15</td>
<td></td>
<td></td>
<td>15</td>
<td>25</td>
</tr>
<tr>
<td>7/1 ARM</td>
<td>15</td>
<td></td>
<td></td>
<td>15</td>
<td>25</td>
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<tr>
<td>10/1 ARM</td>
<td>15</td>
<td></td>
<td></td>
<td>15</td>
<td>25</td>
</tr>
<tr>
<td>10-Yr VRM</td>
<td>15</td>
<td>20</td>
<td>15</td>
<td>20</td>
<td>2.00%</td>
</tr>
<tr>
<td>15-Yr VRM</td>
<td>15</td>
<td>20</td>
<td>15</td>
<td>20</td>
<td>2.00%</td>
</tr>
<tr>
<td>15-Yr VRM</td>
<td>20</td>
<td></td>
<td></td>
<td>20</td>
<td>20</td>
</tr>
<tr>
<td>15-Yr VRM</td>
<td>25</td>
<td>30</td>
<td>25</td>
<td>30</td>
<td>2.00%</td>
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<tr>
<td>7-Yr Fixed</td>
<td>7</td>
<td>15</td>
<td>25</td>
<td>2.00%</td>
<td>4.98%</td>
</tr>
<tr>
<td>10-Yr Fixed</td>
<td>10</td>
<td>10</td>
<td></td>
<td>2.00%</td>
<td>5.21%</td>
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<td>15-Yr Fixed</td>
<td>15</td>
<td>15</td>
<td></td>
<td>2.00%</td>
<td>5.39%</td>
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<td>15-Yr Fixed</td>
<td>15</td>
<td>25</td>
<td></td>
<td>2.00%</td>
<td>5.51%</td>
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<tr>
<td>20-Yr Fixed</td>
<td>20</td>
<td>20</td>
<td></td>
<td>2.00%</td>
<td>5.78%</td>
</tr>
<tr>
<td>25-Yr Fixed</td>
<td>25</td>
<td>25</td>
<td></td>
<td>2.00%</td>
<td>5.93%</td>
</tr>
<tr>
<td>30-Yr Fixed</td>
<td>30</td>
<td>30</td>
<td></td>
<td>2.00%</td>
<td>6.03%</td>
</tr>
</tbody>
</table>

Note: ICBA & ABA Member Discount Pricing Available on Specific Products
Pricing a Loan

Start by checking the Farmer Mac Net Yield on the rate sheet

Does the loan request qualify for Standard or Choice Pricing?

Is your institution an ABA or ICBA member?

What is the re-payment frequency?
  Monthly, Semi-Annual or Annual

4 Week Rate Lock?
  10 – 150 bps for most products
Farmer Mac 2
Eligible USDA Programs
Other Opportunities with FSA Guaranteed Loans

**Direct Farm Ownership Down Payment Loan**
- “5-45-50 Program” for underserved & beginning farmers
- 5% borrower down payment
- 45% FSA direct loan with $300,000 maximum
- 50% bank loan that is eligible for a 95% guarantee, no fee, and is required to have a minimum 30-year amortization

**Direct Farm Ownership Joint Financing Loan**
- “50-50 Program” combining a FSA direct loan with a traditional bank loan (can be guaranteed)

**FSA Direct Loan Graduations**
- Refinance a FSA direct loan and the commercial lenders receives higher guarantee percentage and lower fee

**Farmer Mac AgAssist**
- Piggyback loan with bank originated 1st mortgage and a bank originated FSA guaranteed 2nd mortgage
  - Both loans salable to Farmer Mac
  - Extend guaranteed loan amount maximums (currently $1,429,000)
## Recent Farm and Ranch Loan Examples

<table>
<thead>
<tr>
<th>State</th>
<th>Kansas</th>
<th>Minnesota</th>
<th>Idaho</th>
<th>Oregon</th>
<th>Missouri</th>
</tr>
</thead>
<tbody>
<tr>
<td>USDA Program</td>
<td>FSA-Farm Ownership</td>
<td>FSA-Farm Ownership</td>
<td>FSA-Farm Ownership</td>
<td>FSA-Farm Ownership</td>
<td>FSA-Term Operating</td>
</tr>
<tr>
<td>Guarantee</td>
<td>90%</td>
<td>91%</td>
<td>90%</td>
<td>90%</td>
<td>90%</td>
</tr>
<tr>
<td>Loan Amt</td>
<td>$145,000</td>
<td>$238,949</td>
<td>$1,040,034</td>
<td>$1,336,500</td>
<td>$129,361</td>
</tr>
<tr>
<td>Guarantee Amount</td>
<td>$130,500</td>
<td>$217,444</td>
<td>$936,031</td>
<td>$1,202,850</td>
<td>$116,425</td>
</tr>
<tr>
<td>Product</td>
<td>30-Year Fixed</td>
<td>15-Year Fixed</td>
<td>20-Year Fixed</td>
<td>25-Year Fixed</td>
<td>7-Year Fixed</td>
</tr>
<tr>
<td>Payment</td>
<td>Annual</td>
<td>Monthly</td>
<td>Semi-Annual</td>
<td>Semi-Annual</td>
<td>Annual</td>
</tr>
<tr>
<td>Note Rate</td>
<td>6.50%</td>
<td>5.95%</td>
<td>5.81%</td>
<td>5.85%</td>
<td>5.75%</td>
</tr>
<tr>
<td>Net Yield</td>
<td>5.40%</td>
<td>4.64%</td>
<td>4.79%</td>
<td>5.20%</td>
<td>4.45%</td>
</tr>
<tr>
<td>Servicing Fee</td>
<td>1.10%</td>
<td>1.31%</td>
<td>1.02%</td>
<td>0.65%</td>
<td>1.30%</td>
</tr>
<tr>
<td>Maturity Date</td>
<td>10/1/2048</td>
<td>10/1/2033</td>
<td>10/1/2038</td>
<td>7/1/2043</td>
<td>9/2/2022</td>
</tr>
</tbody>
</table>
How Farmer Mac 2 Works

$1,000,000 Farm Loan with a 90% FSA Guarantee

Lender retains 10% of the balance: $100,000

Lender retains 10% of the rate risk

Lender retains 10% of the credit risk

FM2 purchases 90% of the balance: $900,000

FM2 retains 90% of the rate risk

FSA retains 90% of the credit risk

Lender retains 100% of the Loan Servicing
Advantages of Utilizing Farmer Mac 2

No Farmer Mac underwriting
Lender services 100% of the loan
Centralized FM2 Program Administrator
Lender receives fee income over life of the loan
Average servicing fee is over 1.25%
Competitive rate sheet, including long-term fixed rates
Customizable terms
No prepayment penalties
Flexible servicing action options
Steps to Success

1. Identify borrower eligible for an FSA Guarantee
2. Work with the FSA to get a Conditional Commitment
3. Settle with Farmer Mac 2
4. Maintain direct relationship with borrower
5. Report payments to Conterra

The FM2 Settlement Process

- Start a new file in the Online Loan App (OLA)
- Lock in your rate
- Obtain Guarantee and Assignment from FSA
- Loan Review & Settlement
Documents for Review

Loan Guarantee

Assignment of Guarantee

Promissory note
## Farmer Mac 2 Rates

<table>
<thead>
<tr>
<th>Product Types</th>
<th>Monthly Pay Cash</th>
<th>Monthly Pay 4-Week Rate Lock</th>
<th>Annual, S.A., &amp; Qrty Pay 4-Week Rate Lock</th>
</tr>
</thead>
<tbody>
<tr>
<td>Wall Street Journal Prime</td>
<td>3.75%</td>
<td></td>
<td>3.75%</td>
</tr>
<tr>
<td>Farmer Mac 3-Mo COFI</td>
<td>3.89%</td>
<td></td>
<td>3.89%</td>
</tr>
<tr>
<td>Farmer Mac 5-Yr Reset COFI; 20-, 25-, 30-Yr Am</td>
<td>3.92%</td>
<td>4.01%</td>
<td>4.02%</td>
</tr>
<tr>
<td>Farmer Mac 10-Yr Reset COFI; 20-, 25-, 30-Yr Am</td>
<td>4.35%</td>
<td>4.44%</td>
<td>4.45%</td>
</tr>
<tr>
<td>Farmer Mac 15-Yr Reset COFI; 20-, 25-, 30-Yr Am</td>
<td>4.57%</td>
<td>4.66%</td>
<td>4.67%</td>
</tr>
<tr>
<td>7-Yr Fixed Rate, 7-Yr Am</td>
<td>4.01%</td>
<td>4.10%</td>
<td>4.11%</td>
</tr>
<tr>
<td>7-Yr Fixed Rate, 15-Yr Am</td>
<td>4.10%</td>
<td>4.19%</td>
<td>4.20%</td>
</tr>
<tr>
<td>10-Yr Fixed Rate, 10-Yr Am</td>
<td>4.13%</td>
<td>4.22%</td>
<td>4.23%</td>
</tr>
<tr>
<td>15-Yr Fixed Rate, 15-Yr Am</td>
<td>4.26%</td>
<td>4.35%</td>
<td>4.36%</td>
</tr>
<tr>
<td>15-Yr Fixed Rate, 25 Yr Am</td>
<td>4.48%</td>
<td>4.57%</td>
<td>4.58%</td>
</tr>
<tr>
<td>20-Yr Fixed Rate, 20-Yr Am</td>
<td>4.44%</td>
<td>4.33%</td>
<td>4.54%</td>
</tr>
<tr>
<td>25-Yr Fixed Rate, 25-Yr Am</td>
<td>4.15%</td>
<td></td>
<td>4.5%</td>
</tr>
<tr>
<td>30-Yr Fixed Rate, 30-Yr Am</td>
<td>5.25%</td>
<td></td>
<td>5.35%</td>
</tr>
</tbody>
</table>
Resources at Efarmermac.com

Client Services
ClientServices@FarmerMac.com
866-452-2617
Contact for: general program assistance, training, technical issues, loan onboarding & processing questions

Underwriting
Underwriting@FarmerMac.com
866-452-2617
Contact for: loan eligibility, credit & underwriting

Business Development
Opportunities@FarmerMac.com
800-879-3276
Contact for: products & solutions, relationship management & marketing

Servicing
Servicing@FarmerMac.com
866-452-2617
Contact for: loan servicing

Rate Lock Desk
ClientServices@FarmerMac.com
800-879-3276
Hours of Operation: 10 a.m. – 3 p.m. ET
Contact for: rate lock requests, extensions & withdrawals

Farmer Mac 2
FM2@FarmerMac.com
877-770-3644
Contact for: USDA Guaranteed loans
For more information visit www.farmermac2.com