

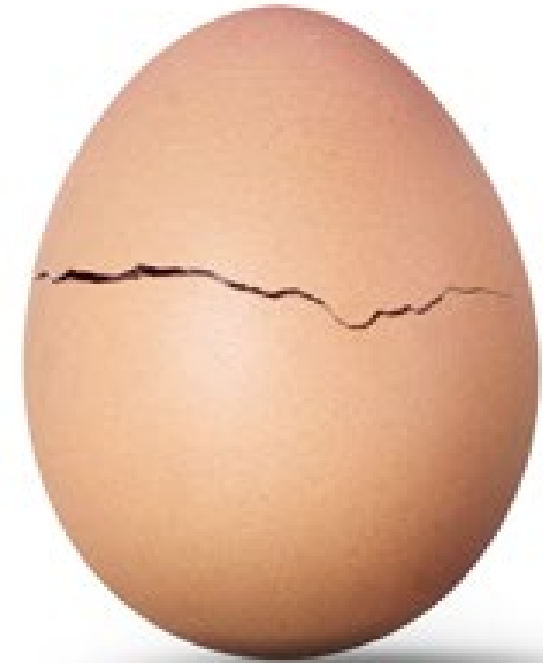


***SNEAK PEEK of our
NEW eFarmerMac.com***

Get a first look at what's hatching!

**We're cracking away
at a fresh, new
eFarmerMac.com.**

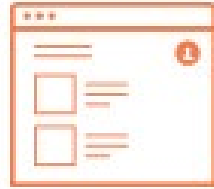
MAY
HATCHING: ~~SPRING~~ 2020



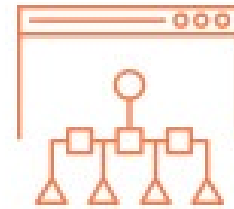
Great Reimagined



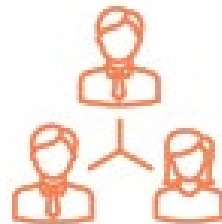
This spring we're launching our redesigned eFarmerMac.com customer portal, featuring



A clean, modern design



Intuitive navigation




Simplified user
management



Dedicated area for alerts
and announcements





Learn how we can help you
with your Loan Purchase

[View Solutions](#)

[View Today's Rate Sheets](#)

EVOLUTION NOT REVOLUTION

eFarmerMac.com users will still access our
solutions as you do today.

We've just made it BETTER.



Learn how to submit
deals on eFarmerMac

[ACCESS RESOURCE LIBRARY](#)




This is what BETTER looks like . . .

Modern Design | Visual Appeal

Important
Alerts

Self-Service
Password
Reset

FARMER AC
FINANCING RURAL AMERICA

 Farmer Mac - Phone Outage

Hi there! Welcome to your account.

Email

Password

[Back to farmermac.com](#)

[Continue](#)

Need help logging in? [Recover your email or password.](#)

New to Farmer Mac? [Contact us](#) to obtain credentials.

Marketing and
Call to Action

Customer
Service



This is what BETTER looks like . . .

The screenshot shows the Farmer Mac website with several elements highlighted by green boxes:

- Navigation Bar:** Includes the Farmer Mac logo, a menu with 'Home', 'Solutions', 'Rates', 'Resource Library', 'Manage Users', and 'Dashboard', a user profile dropdown, and a 'Contact Us' link.
- Hero Section:** Features a background image of a tractor in a field. It contains the text 'Learn how we can help you with your Loan Purchase' and two buttons: 'View Solutions' and 'View Today's Rate Sheets'.
- Content Cards:** Three cards are visible on the left, each with a title, description, and a button:
 - Farm & Ranch Loan Purchase (Farmer Mac 1):** Includes a description, a link to the Resource Library, and buttons for 'SUBMIT A NEW AGRICULTURE APPLICATION' and 'SUBMIT/ACCESS AN AGRICULTURE APPLICATION'.
 - USDA Guaranteed Loan Purchase (Farmer Mac 2):** Includes a description, a link to the Resource Library, and a button for 'SUBMIT A USDA GUARANTEED LOAN'.
 - Farm & Ranch Purchase Commitment (LTSPC):** Includes a description, a link to the Resource Library, and a button for 'SUBMIT/ACCESS A PURCHASE COMMITMENT DEAL'.
- Right Side Card:** A card titled 'Learn how to submit deals on eFarmerMac' with a button for 'ACCESS RESOURCE LIBRARY'.

Intuitive Navigation

Multiple ways to access our
Solutions
Rates
Resource Library



This is what BETTER looks like . . .


ONE-STOP SHOP for all training and support resources.


Resource Library

Welcome to the Resource Library, your spot for guidance materials and forms. Unsure where to start? Peruse the training materials or watch a short webinar to learn more. Click on the tiles below to begin your informational journey.

Libraries

4 items • Sorted by Last Activity






FARM & RANCH LOAN PURCHASE


(Previously "Farmer Mac 1")

Training Kit, Seller/Service Guide, and forms



EFARMERMAC GUIDANCE


Quick start guides, presentations, and FAQs



USDA GUARANTEES

(Previously "Farmer Mac 2")

Training resources, document samples, and forms



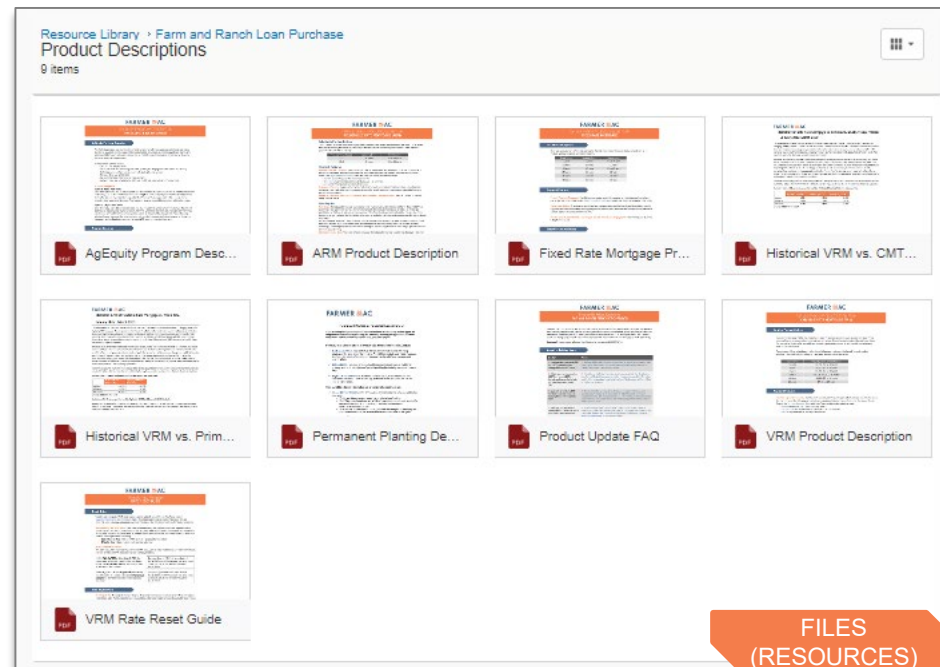
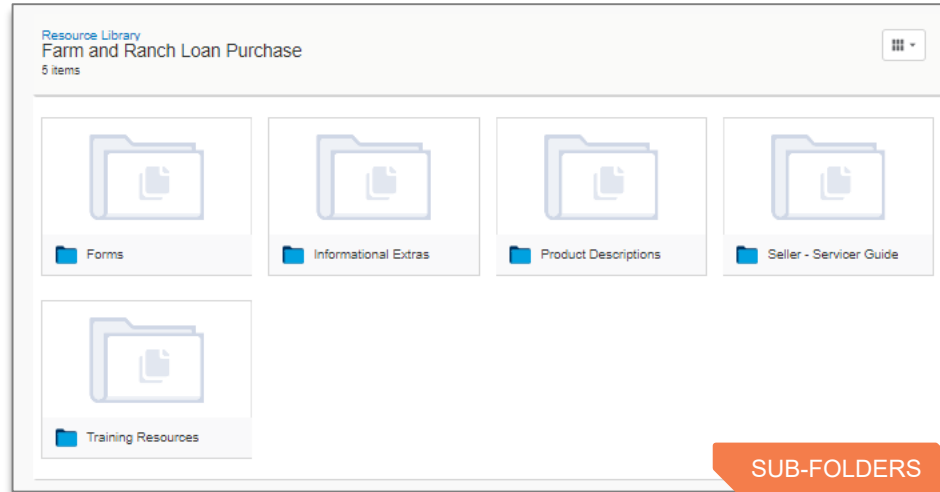
PURCHASE COMMITMENTS

(Previously "LTSPC")

Process overview, FAQs, and forms



This is what BETTER looks like . . .



Efficient and user-friendly.

Images of materials.

View on-screen without
opening the document.

Option to View or Download.



Learn how we can help you
with your Loan Purchase

[View Solutions](#)

[View Today's Rate Sheets](#)

Farm & Ranch Loan Purchase (Farmer Mac 1)

Submit a new loan or access an existing loan application through our Farm & Ranch portal, AgPower. As an Approved Lender, when you sell us your loan, you gain access to our wide array of innovative loan products at competitive rates and with flexible repayment terms.

You can visit the [Resource Library](#) to learn more about Farm & Ranch Loan Purchase and review the [Farm & Ranch training kit](#).

[SUBMIT A NEW AGPOWER APPLICATION](#)

[SUBMIT/ACCESS AN AGPOWER APPLICATION](#)

USDA Guaranteed Loan Purchase (Farmer Mac 2)

Unleash the potential of your USDA Guaranteed Loans and access competitive long-term rates by participating them with Farmer Mac. Submit a USDA FSA or RD Guarantee or continue the process of settling a loan in our Online Loan App (OLA). You can also view records for all your previously participated loans in the OLA archive.

You can visit the [Resource Library](#) to learn more about USDA Guaranteed Loan Purchase and review the [USDA Guarantees training kit](#).

[SUBMIT A USDA GUARANTEED LOAN](#)

Farm & Ranch Purchase Commitment (LTSPC)

Manage risk and free up capital by taking advantage of this credit enhancement solution. Simply identify the loans that Farmer Mac will commit to purchase in case of default for a modest fee, and submit them through the Purchase Commitment application.

You can visit the [Resource Library](#) to learn more about Farm & Ranch Purchase Commitment and review the [Purchase Commitment training kit](#).

[SUBMIT/ACCESS A PURCHASE COMMITMENT DEAL](#)

My Open Tasks

No open tasks.

Learn how to submit
deals on eFarmerMac

[ACCESS RESOURCE LIBRARY](#)

Alerts (4)

Mar 18

Farmer Mac - Phone Outage

Farmer Mac's phone service provider is currently experiencing intermittent outages, which may impact our customers' ability to contact ...

[Read More](#)

Mar 18

System Maintenance

System maintenance is scheduled for Saturday, February 8 (00:00:00 CT until 24:00:00 CT). During this time, access to eFarmerMac.com and its underlying systems and a...

[Read More](#)

Mar 18

Farmer Mac - Holiday Closure

Farmer Mac offices will be closed on Monday, February 17, in observance of Presidents Day. Please plan your rate locks and purchase requests accordingly. I...

[Read More](#)

[View all](#)

Announcements (4)

Mar 18

January Refresh Webinar

Get a grip... on agriculture and the economy with Dr. Dave Kohl!

Join this Farmer Mac webinar where Dr. David Kohl will discuss the effects of th...

[Read More](#)

Mar 18

The Feed - Winter 2018 | 2020 is Here!

In addition to covering the "ostrich boom" of the '90s, this issue includes an update on renewable energy growth, cropland cash rent trends, off...

[Read More](#)

Mar 18

NEW - Dave's QP8

According to Dr. Kohl, customers within an ag lender's typical portfolio are either paddling, moving forward, treading water, or ready to sink. Classifying the por...

[Read More](#)

[View all](#)

This is what BETTER looks like . . .


Always be in the know.

Dedicated and reliable
area for special alerts
and announcements.



This is what BETTER looks like . . .

Welcome to your Profile Page



User

Samuel Seller

Edit

Title	Company Name	Account ID	Active
Senior Lender	Acumen Bank	AC-009	<input checked="" type="checkbox"/>

PROFILE

CHANGE PASSWORD

Name

Samuel Seller

Preferred First Name

Title

Senior Lender

Company Name

Acumen Bank

Email

test@testbank.com

Phone

Extension

Mobile

123-456-6789

Fax

Other Phone

Extension

▼ Mailing Address

Country

United States

Street

1234 Main Street

City

Anytown

State


District of Columbia

Zip

12345

My Administrator(s)


Administrators manage your access rights to this website. Contact them to learn more about which applications you have access to, to gain new access rights or additional permissions within these systems, or for other help with your access to eFarmerMac.com.



Bixby Brian

(123) 123-1231


dgustafson_test@farmerma...



Church Street

(703) 360-8568

kzcal_test@farmermac.com



Peter Parker

(654) 654-6544

peconterra_test@farmerma...

My Access Rights

This is a summary of your ability to access the various tools available through eFarmerMac.com. Your active permissions are listed below. To change these permissions, or to learn more about access rights, please contact an administrator listed above.

My Access Rights

This is a summary of your ability to access the various tools available through eFarmerMac.com. Your active permissions are listed below. To change these permissions, or to learn more about access rights, please contact an administrator listed above.

Farm & Ranch Loan Purchase

- AgPower App
- AgXpress App
- Purchase Request
- Rate Sheet

Farm & Ranch Purchase Commitment

- Purchase Commitment App

Farm & Ranch Loan Servicing

- Online Servicing Request
- Net Realizable Value (NRV) Analysis

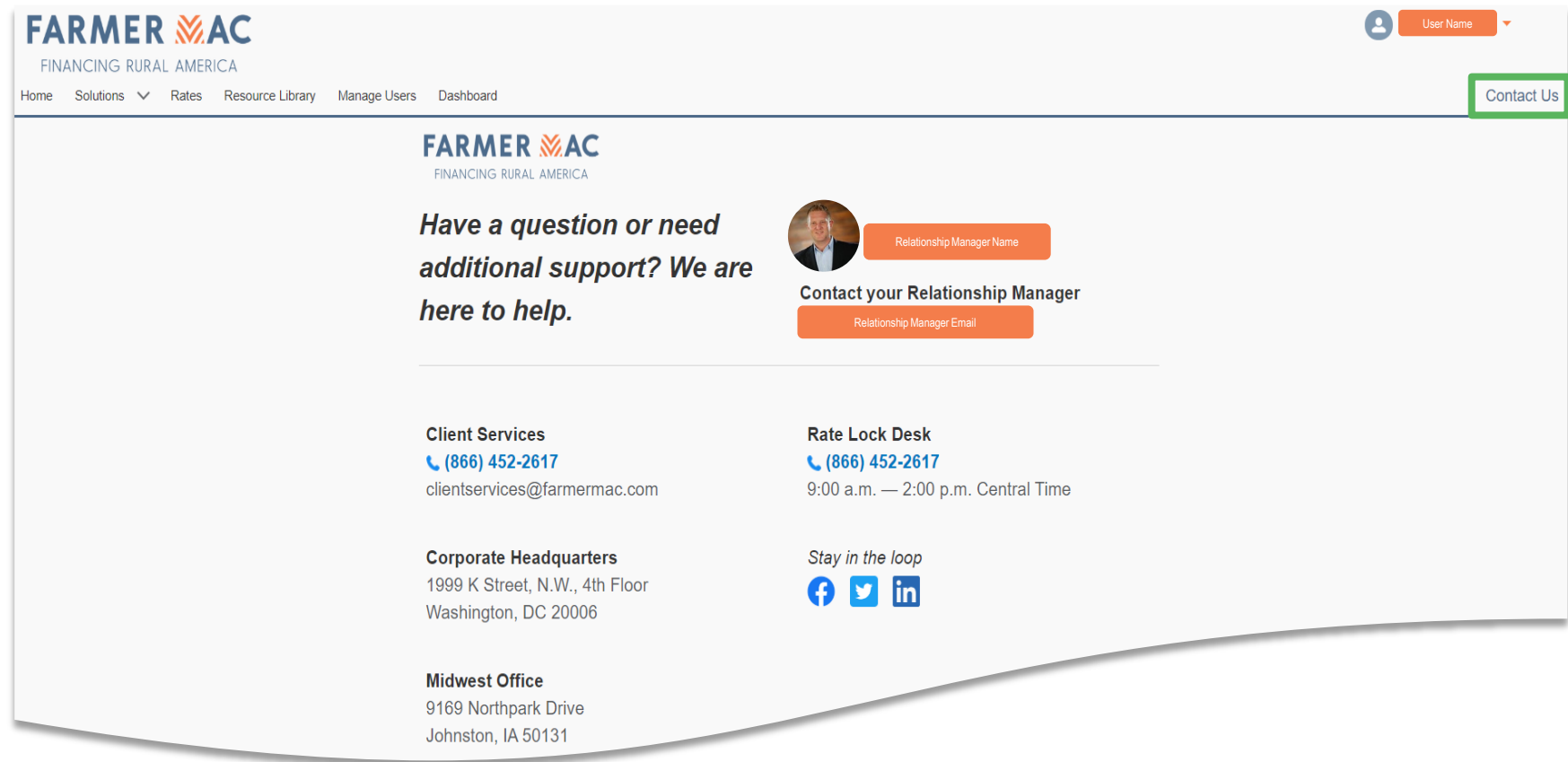
USDA Guaranteed Loan Purchase (FM2)

- Servicing Action Module (SAM)
- Online Loan Application (OLA)



This is what BETTER looks like . . .

Knowing where to go for help just got easier!



Register Today!

The New eFarmerMac.com Customer Portal

- ❖ Access and manage your profile and permissions,
- ❖ Access solutions, submit deals and view current applications,
- ❖ Understand user vs. seller administrator permissions and functionality, including how to manage users and view user stats through our new dashboard feature
- ❖ View rate sheets,
- ❖ Access valuable tools, forms, checklists, and training materials in the Resource Library, and
- ❖ Stay informed with important alerts and announcements.

TRAINING WEBINARS

**Be ready to hit the
ground running**

SESSION 1

**Tuesday, April 28th
2:00 p.m. CT**

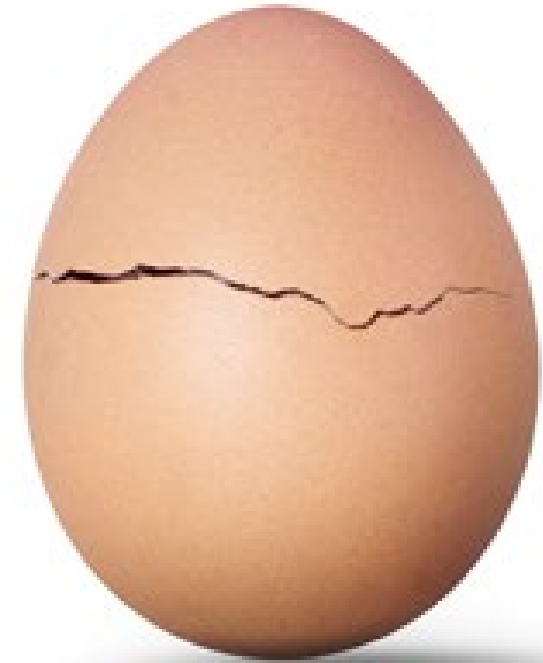
SESSION 2

**Monday, May 4th
10:00 a.m. CT**



**We're cracking away
at a fresh, new
eFarmerMac.com.**

MAY
HATCHING: ~~SPRING~~ 2020



Great Reimagined





Overview from Farmer Mac's Treasury Team

Anthony Fioravante

Agenda

- Overview of Farmer Mac's Funding Program
- Current Interest Rate Environment
- Farmer Mac's Loan Products





Farmer Mac Overview

Farmer Mac Overview

FARMER MAC'S VITAL ROLE AND UNIQUE STRENGTHS¹

GSE AND INSTRUMENTALITY OF THE UNITED STATES

Created by **Congress** in **1987**

\$1.5 billion line of credit with **U.S. Treasury**

Eligible for purchase by Federal Reserve Banks

Publicly-traded debt securities **exempt** from SEC registration

BROAD AND INDEPENDENT OVERSIGHT

FEDERAL OVERSIGHT:

Regulated by the **Farm Credit Administration**

Oversight through **Senate and House Agricultural Committees**

Subject to **SEC** regulations

OTHER OVERSIGHT:

Subject to **NYSE** rules

Financial statements audited by PricewaterhouseCoopers

Independent risk officer oversight, internal audit and internal credit review functions

SUPERIOR MARKET ACCESS

Uninterrupted **daily access** to the debt capital markets

Debt costs correlate with those of other GSEs

Over 30 approved dealers provide liquidity in debt securities to the capital markets

Debt issued through the Federal Reserve book entry system

EXCEPTIONAL FINANCIAL STRENGTHS

ASSET QUALITY:

No credit losses in the Rural Utilities, USDA, and Institutional Credit lines of business

Historical cumulative credit losses of **only 0.13%** on **\$26 billion** of volume

Portfolio average loan-to-value ratio of **44%**

LIQUIDITY & CAPITAL:

Tier 1 capital ratio of 13.2%

Core capital of \$793 million, **\$185 million above** statutory minimum capital requirement

\$3.7 billion liquidity investment portfolio, **providing 199 days** of contingent sources of liquidity

DEBT SECURITIES CARRY PRIVILEGES FOR INVESTORS

Classified as a **"Government Security"** under Investment Company Act of 1940

Carries a **20% capital risk weighting** for Federally regulated entities

Eligible collateral for the discount window at Federal Reserve Banks

Has a **#1 designation** by the National Association of Insurance Commissioners

Eligible investment for credit unions under the National Credit Union Administration's guidelines

DEBT SECURITIES NOT RATED BY A NRSRO

GSE status allows **continuous and cost effective access** to the U.S. Agency debt markets

Debt funding demand in excess of needs

Benefit of credit rating does not outweigh the material dollar cost and time requirements

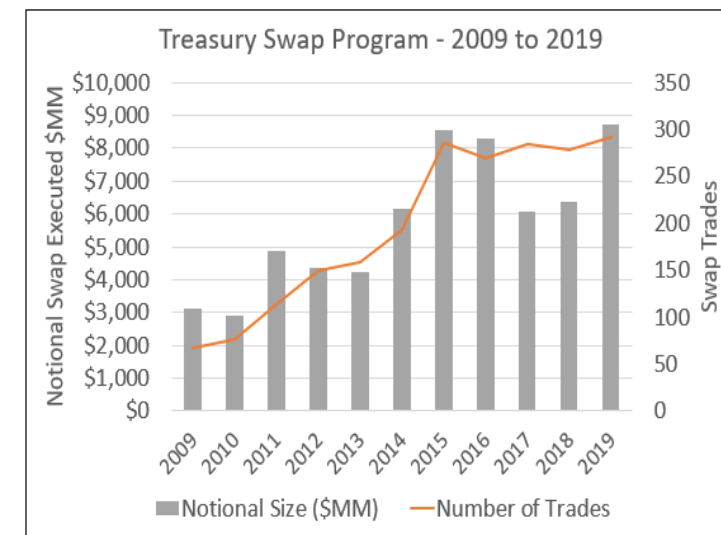
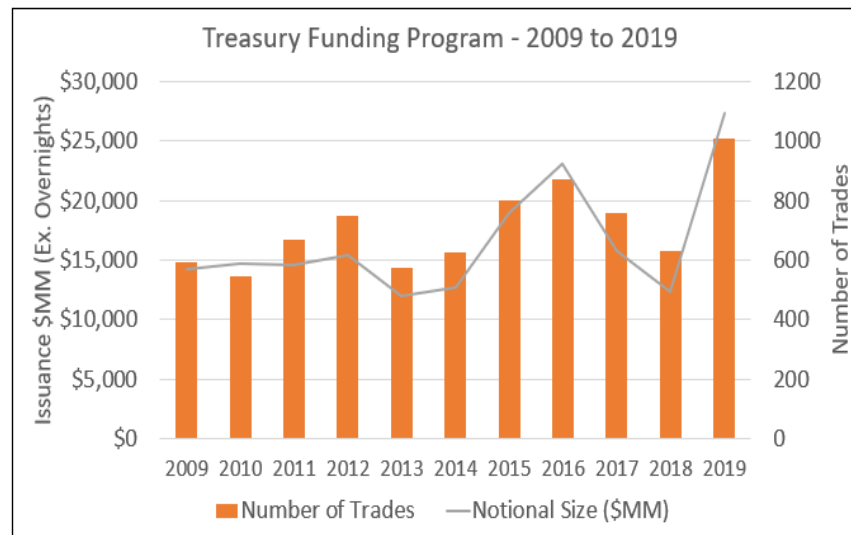
GSEs and Instrumentalities of the United States are often exempt from NRSRO rating requirement

Many investors cannot use NRSRO ratings as investment criteria



Treasury Funding

- Funding desk tasked with strategy and execution for funding program
 - Debt program consists of discount notes, fixed rate bonds, floating rate bonds and callable bonds
 - Funding program over \$19 billion debt outstanding as of 12/31/2019
- Funding desk also charged with execution of hedging strategies across portfolio
 - Interest Rate Swap program approximately \$13 billion as of 9/30/2019
 - Farmer Mac also uses Treasury futures contracts as a hedge vehicle



Source: Farmer Mac website, 10-Q as of 9/30/2019 and Debt Investor Marketing Materials

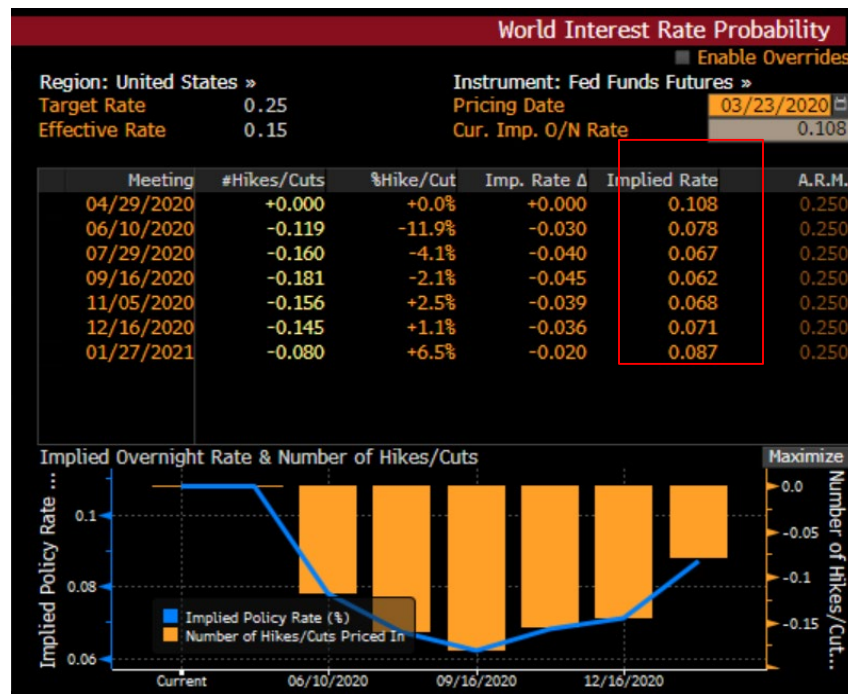




Interest Rate Market Update

Interest Rate Market – Short Term Rates

- The Fed cut the target rate to 0.00%-0.25% in an emergency move on Sunday March 15
- The market expects the Fed Funds rate to remain within 5 basis points for the next 12 months
- Short-term US Treasury bill rates are now below zero (!) as investors have fled to high quality assets



United States BGM 1)

13:45

4) Actives	5) Bills	6) Notes	7) TIPS	8) Strips	9) Sp
31) 03/24/20		0.043 / -0.030		-0.030	+0.023
32) 03/26/20		0.015 / -0.123		-0.125	+0.002
33) 03/31/20		0.023 / -0.023		-0.023	+0.012
34) 04/02/20		0.015 / -0.023		-0.023	+0.085
35) 04/07/20		0.020 / -0.065		-0.066	+0.010
36) 04/09/20		0.035 / -0.058		-0.058	-0.010
37) 04/14/20		0.025 / -0.032		-0.033	-0.002
38) 04/16/20		0.025 / -0.045		-0.046	+0.002
39) 04/21/20		0.008 / -0.015		-0.015	--
40) WI 1MTH		/			
41) 1M ROLL		/			
42) 04/23/20		0.027 / -0.027		-0.028	+0.028
43) 04/28/20		0.030 / -0.025		-0.025	--
44) 04/30/20		0.018 / -0.052		-0.053	-0.032
45) 05/05/20		0.038 / -0.050		-0.051	-0.003
46) 05/07/20		0.023 / -0.025		-0.025	+0.002
47) 05/12/20		0.045 / -0.050		-0.051	-0.030
48) 05/14/20		0.020 / -0.038		-0.038	-0.003
49) 05/19/20		0.010 / -0.002		-0.003	-0.005
50) WI 2MTH		/			



Interest Rate Market – Long Term Rates

- The 10 year US Treasury has dropped over 100bps in since the beginning of 2020 to near record lows
- Mortgage rates, relative to US Treasury rates, have widened out in near lockstep offsetting the lower Treasury rates
 - Benefit of lower Treasury rates not being passed through to mortgage rates
 - Largely due to recent volatility making hedging and funding mortgages more expensive

10yr US Treasury Yield



Barclays Mortgage Backed Securities Spread Index





Farmer Mac Loan Products

Farmer Mac Rate Sheet

- Farmer Mac offers loans with initial fixed rates as short as 1-month all the way out to a 30yr fixed rate mortgage
- Variable Rate Mortgage loans “VRMs” are closely tied to Farmer Mac’s funding costs in the capital markets

Products	Term	Amortization	Choice Reset Margin	Standard Rates	Choice Rates
AgEquity VRM	25 30	15 20 25		3.55%	3.55%
1-month VRM	15 20 25 30	15 20 25 30		3.54%	3.19%
1-year VRM	15 20 25 30	15 20 25 30		2.26%	1.91%
3-year VRM	15 20	15 20		2.93%	2.58%
3-year VRM	25 30	25 30		3.00%	2.65%
5-year VRM	15 20	15 20		3.27%	2.92%
5-year VRM	25 30	25 30		3.30%	2.95%
7/1 ARM	15	15 25	3.25%	3.73%	3.60%
10/1 ARM	15	15 25	3.25%	3.86%	3.73%
10-year VRM	15 20	15 20		3.82%	3.47%
10-year VRM	25 30	25 30		3.86%	3.51%
15-year VRM	20	20		4.01%	3.66%
15-year VRM	25 30	25 30		4.16%	3.81%
7-year Fixed	7	15 25		3.37%	3.02%
10-year Fixed	10	10		3.64%	3.29%
15-year Fixed	15	15		3.90%	3.55%
15-year Fixed	15	25		4.05%	3.70%
20-year Fixed	20	20		4.10%	3.75%
25-year Fixed	25	25		4.19%	3.84%
30-year Fixed	30	30		4.30%	3.95%





Thank you!