

FARMER MAC

Accelerating Rural Opportunities

Equity Investor Presentation
Third Quarter 2024

Forward-Looking Statements

In addition to historical information, this presentation includes forward-looking statements that reflect management's current expectations for Farmer Mac's future financial results, business prospects, and business developments. Forward-looking statements include, without limitation, any statement that may predict, forecast, indicate, or imply future results, performance, or achievements. Management's expectations for Farmer Mac's future necessarily involve assumptions, estimates, and the evaluation of risks and uncertainties. Various factors or events, both known and unknown, could cause Farmer Mac's actual results to differ materially from the expectations as expressed or implied by the forward-looking statements. Some of these factors are identified and discussed in Farmer Mac's Quarterly Report on Form 10-Q for the quarter ended September 30, 2024, filed with the SEC on November 4, 2024. These reports are also available on Farmer Mac's website (www.farmermac.com). Considering these potential risks and uncertainties, no undue reliance should be placed on any forward-looking statements expressed in this presentation. Any forward-looking statements made in this presentation are current only as of September 30, 2024, except as otherwise indicated. Farmer Mac undertakes no obligation to release publicly the results of revisions to any such forward-looking statements that may be made to reflect new information or any future events or circumstances, except as otherwise required by applicable law. The information 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. Copyright © 2024 by Farmer Mac. No part of this document may be duplicated, reproduced, distributed, or displayed in public in any manner or by any means without the written permission of Farmer Mac.

Use of Non-GAAP Financial Measures

This presentation is for general informational purposes only, is current only as of September 30, 2024 and should be read in conjunction with Farmer Mac's Quarterly Report on Form 10-Q filed with the SEC on November 4, 2024. In the accompanying analysis of its financial information, Farmer Mac uses the following non-GAAP financial measures: core earnings, core earnings per share, and net effective spread. Farmer Mac uses these non-GAAP measures to measure corporate economic performance and develop financial plans because, in management's view, they are useful alternative measures in understanding Farmer Mac's economic performance, transaction economics, and business trends. The non-GAAP financial measures that Farmer Mac uses may not be comparable to similarly labeled non-GAAP financial measures disclosed by other companies. Farmer Mac's disclosure of these non-GAAP financial measures is intended to be supplemental in nature and is not meant to be considered in isolation from, as a substitute for, or as more important than, the related financial information prepared in accordance with GAAP.

Core earnings and core earnings per share principally differ from net income attributable to common stockholders and earnings per common share, respectively, by excluding the effects of fair value fluctuations. These fluctuations are not expected to have a cumulative net impact on Farmer Mac's financial condition or results of operations reported in accordance with GAAP if the related financial instruments are held to maturity, as is 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 interest income and interest expense associated with the consolidated trusts and the average balance of the loans underlying these trusts; and (2) the fair value changes of financial derivatives and the corresponding assets or liabilities designated in fair value hedge accounting relationships. Net effective spread also principally differs from net interest income and net interest yield because it includes the accrual of income and expense related to the contractual amounts due on financial derivatives that are not designated in hedge accounting relationships ("undesignated financial derivatives") and the net effects of terminations or net settlements on financial derivatives, which consist of: (1) the net effects of cash settlements on agency forward contracts on the debt of other GSEs and U.S. Treasury security futures that we use as short-term economic hedges on the issuance of debt; and (2) the net effects of initial cash payments that Farmer Mac receives upon the inception of certain swaps.

WHY INVEST IN FARMER MAC?

Uniquely Positioned

A New York Stock Exchange Listed Government Sponsored Enterprise (GSE) that provides investors the unique opportunity to invest in American agriculture and rural infrastructure.

Focused on Growth

Well-positioned to benefit from the growing agricultural mortgage market, strong demand for renewable energy projects, and agricultural mortgage-backed securities.

Value Creation

Consistent performance with a dedication to strategic initiatives and organizational alignment.

MISSION FOCUSED



Strengthen Rural America

- Farmer Mac is a publicly traded company driven by our mission to **increase the accessibility of credit for American agriculture and rural infrastructure.**
- **NYSE: AGM & AGM.A**



Lower Financing Costs

- Farmer Mac increases the accessibility of financing and lowers financing costs for American agriculture and rural infrastructure.
- **GSE funding advantage:** 10-year Treasury +0.37% as of September 30, 2024



Increase Access to Credit

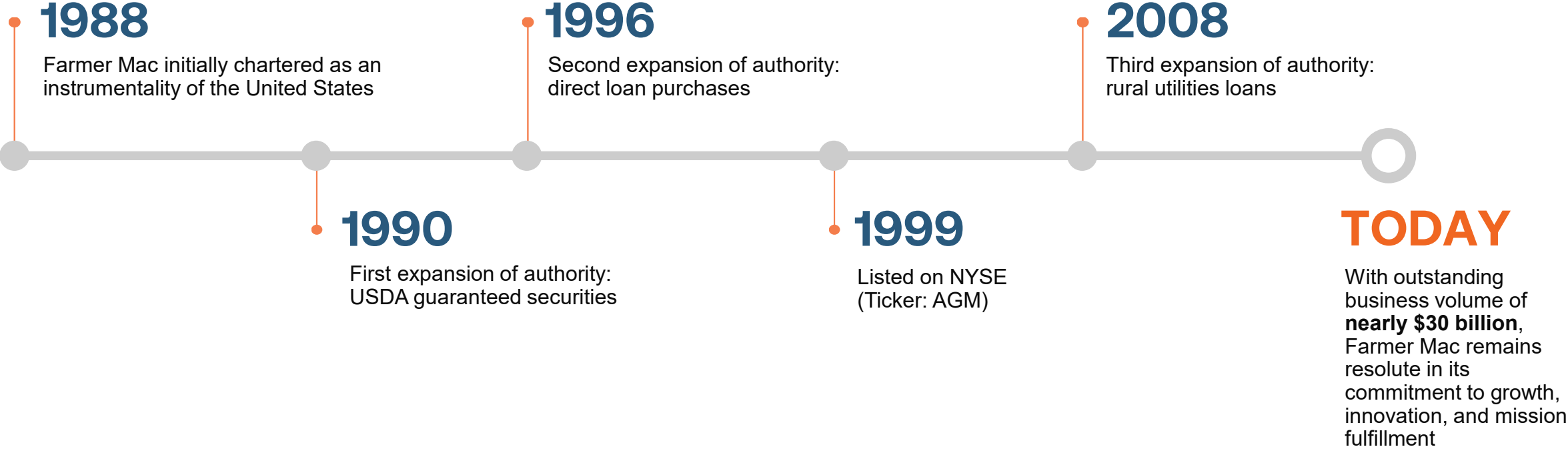
- Farmer Mac provides a secondary market to a diverse customer set, offering a wide range of products and innovative solutions.
- Successfully issued 4 large, structured **FARM Series Agricultural Mortgage-Backed Securities (AMBS)**



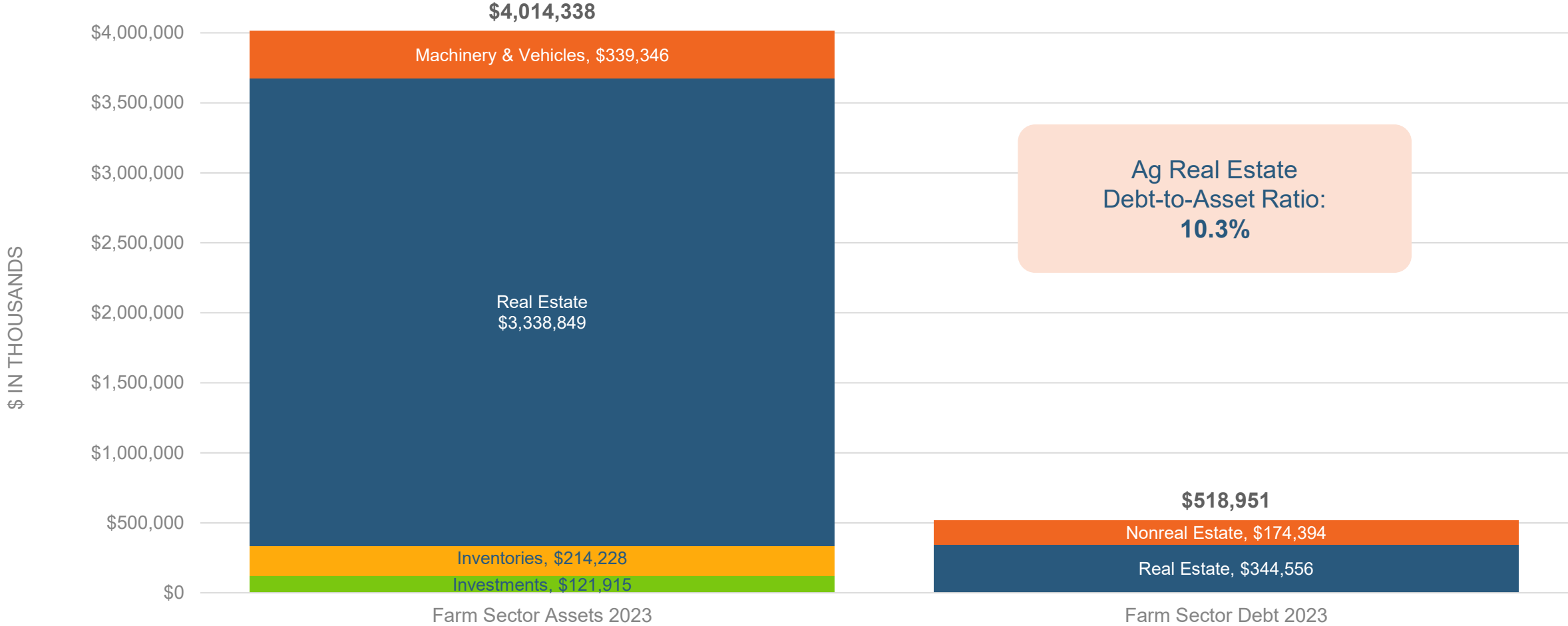
Our Corporate Culture is Rooted in Our Values

- Innovation
- Passion for our Mission
- Integrity
- Excellence
- Relationships

A MISSION-DRIVEN, FOR-PROFIT COMPANY



CENTRAL TO A LARGE AGRICULTURAL MORTGAGE MARKET ⁽¹⁾



COMPETITIVE LANDSCAPE



FARMER MAC

(FCS Secondary Market GSE)

Agricultural Finance Line of Business
(Farm & Ranch and Corporate AgFinance)

FARMER MAC'S OPERATING MODEL



▶ Farmer Mac's Regulatory/Congressional Oversight

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

Operating model excludes issued agricultural mortgage-backed securities and long-term standby purchase commitment credit protection components of our business.

SEGMENT PROFITABILITY

| Line of Business | Segment | Volume (\$ IN BILLIONS AS OF 9/30/2024) | 3Q24 Net Effective Spread (%) | Risk-Adjusted Gross Return on Allocated Capital (%) |
|------------------------------------|------------------------|---|-------------------------------------|--|
| Agricultural Finance | Farm & Ranch | \$18.1 | 1.05% | 30% |
| | Corporate AgFinance | \$1.8 | 1.56% | 19% |
| Rural Infrastructure Finance | Rural Utilities | \$7.4 | 0.44% | 18% |
| | Renewable Energy | \$1.1 | 1.78% | 27% |
| Treasury | Funding | – | 0.42% | – |
| | Investments | – | 0.05% | – |
| | | \$28.5 | 1.16% | – |

▶ **Each operating segment is comprised of both spread-based and fee-income products**

- Loan purchases (spread)
- Wholesale Funding (spread)
- Purchase Commitments (fee)
- Loans Serviced for Others (fee)

▶ **Net effective spread and fees determined by a variety of factors, including:**

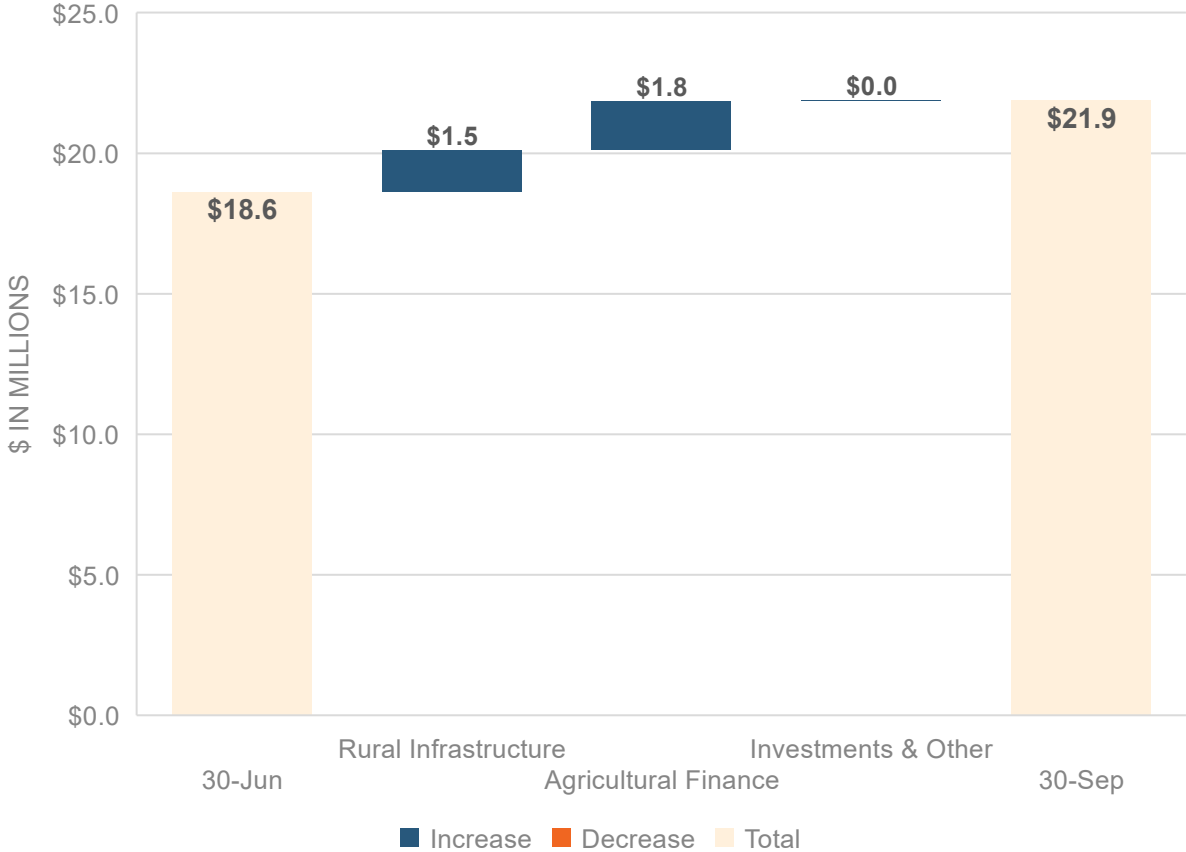
- Funding execution
- Credit profile
- Economic factors

ALLOWANCE FOR LOSSES —QUARTERLY

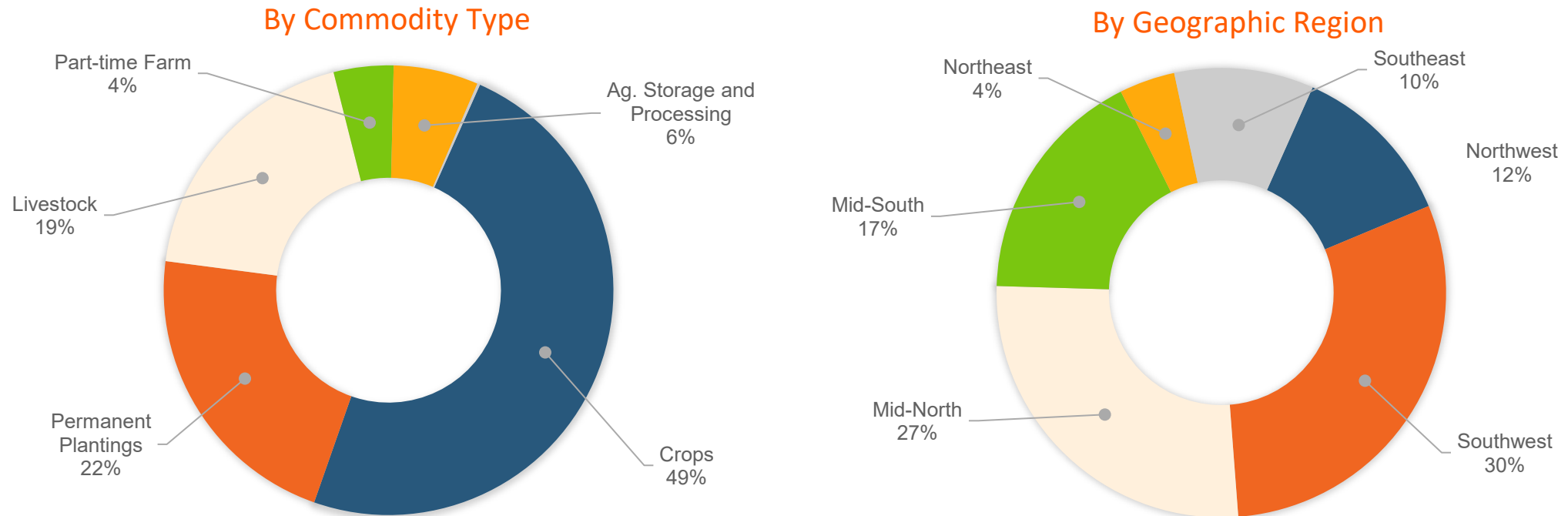
▶ The total allowance for losses increased \$3.3 million to \$21.9 million in third quarter 2024.

- The \$1.5 million net provision to the allowance for the Rural Infrastructure Finance portfolio during the quarter ended September 30, 2024 was primarily attributable to volume growth in telecommunications, project finance, and renewable energy.
- \$1.8 million provision to the allowance for the Agricultural Finance portfolio was primarily attributable to risk rating downgrades and a permanent planting loan that is currently delinquent.

June 30, 2024 to September 30, 2024 Allowance Fluctuation



AGRICULTURAL FINANCE LOAN PORTFOLIO DIVERSIFICATION



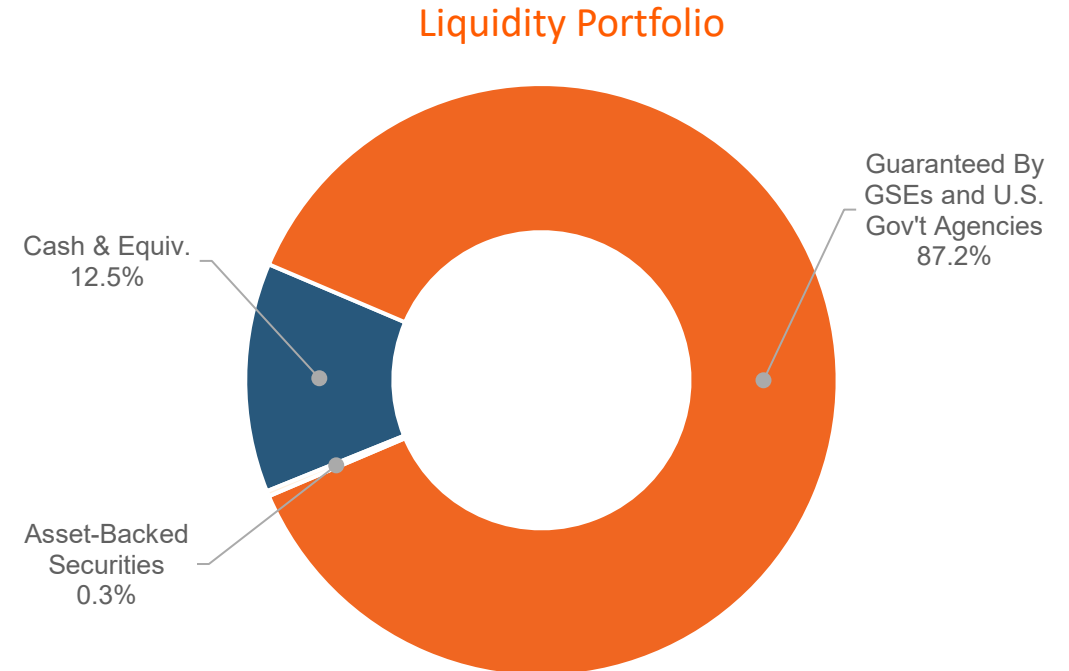
As of September 30, 2024

► Agricultural Update⁽²⁾

- USDA's Economic Research Service reported \$166.1 billion in net cash incomes in 2023, compared to \$210.1 billion in 2022 and \$155.2 billion in 2021.
- Net cash income in 2024 is forecast to fall by 7% due to elevated input costs and moderating commodity prices.

TREASURY/INVESTMENTS SEGMENT

- ▶ Includes the financial results of the company's funding, liquidity, and capital allocation strategies and operations
- ▶ **Liquidity & Investment Portfolio**
 - Maintain investment portfolio to provide back-up source of liquidity in excess of regulatory requirements
 - \$6.7 billion as of September 30, 2024
 - Investments net effective spread of 0.05% in third quarter 2024
- ▶ **Benefits from Asset-Liability Management Strategies**
 - Leverage a funds transfer pricing process to allocate interest expense to each segment, and allocate the costs and benefits of hedging strategies to the Treasury segment

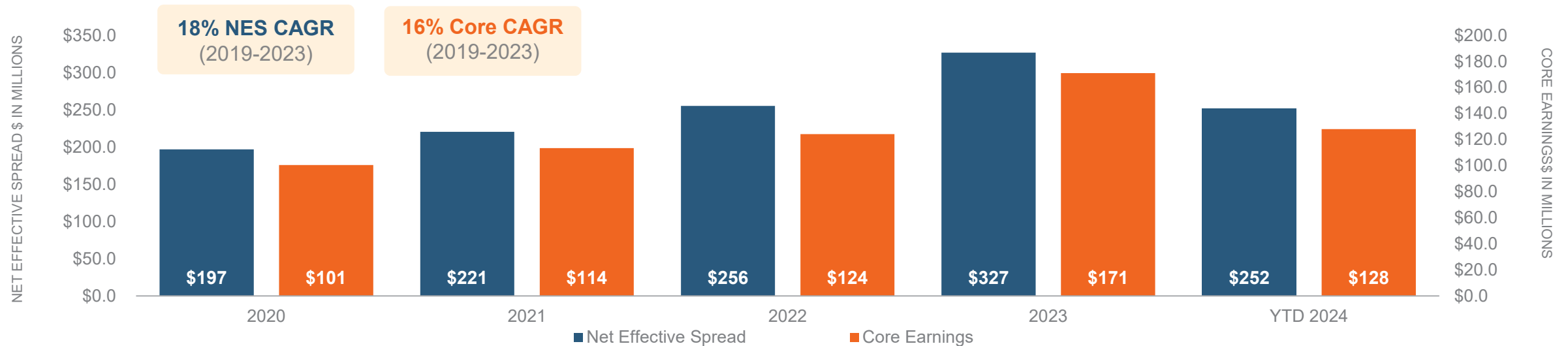


As of September 30, 2024

GROWING, RECURRING, HIGH-QUALITY EARNINGS

- Consistent historical financial performance highlights the diversification and resiliency of Farmer Mac’s business model
- Disciplined asset liability management and uninterrupted access to the capital markets have provided buffer against market volatility and changing credit market conditions

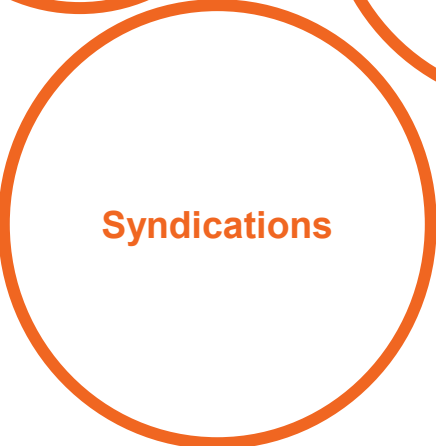
Net Effective Spread & Core Earnings



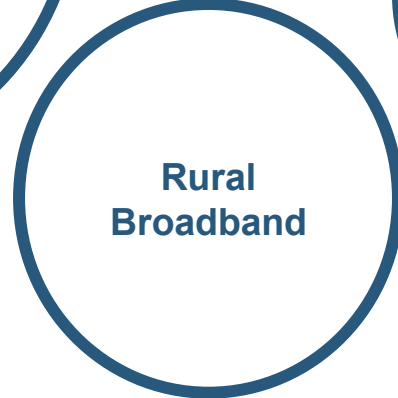
CAGR is defined as Compound Annual Growth Rate. Core earnings and net effective spread are non-GAAP measures. For a reconciliation of core earnings to GAAP net income attributable to common stockholders and a reconciliation of net effective spread to GAAP net interest income, please refer to pages 27-28 of the Appendix.

GROWTH OPPORTUNITIES TO INCREASE ASSETS UNDER MANAGEMENT

Agricultural Finance



Rural Infrastructure Finance



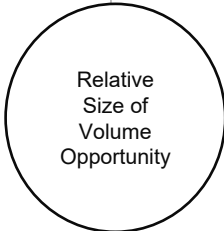
Core Farm & Ranch business provides consistent growth opportunities throughout market cycles.



Farm & Ranch



Corporate AgFinance



15

Well positioned to benefit from the growing demand for renewable power and generation



Rural Utilities



Renewable Energy

AGRICULTURAL MORTGAGE-BACKED SECURITIES OPPORTUNITY

- ▶ **FARM securitization program exemplifies Farmer Mac's core mission to lower costs for the end borrower and improve credit availability in rural America, while transforming the agricultural mortgage market industry with new efficiencies**
- ▶ **Building upon the existing FARM Securitization Program by creating a securitization product for our customers**
 - Utilize the current capability to originate new types of eligible loans into a conduit that de-risks the sector
 - Creates new financing for borrowers and expands sources of revenue for Farmer Mac



FARMER MAC USES PROVEN, RIGOROUS UNDERWRITING

▶ Industry-leading credit requirements

- Total debt coverage ratio of at least 1.25x
- LTVs average 40% to 45% on mortgages purchased
- Minimum borrower net equity of 50%

▶ Credits are less likely to default

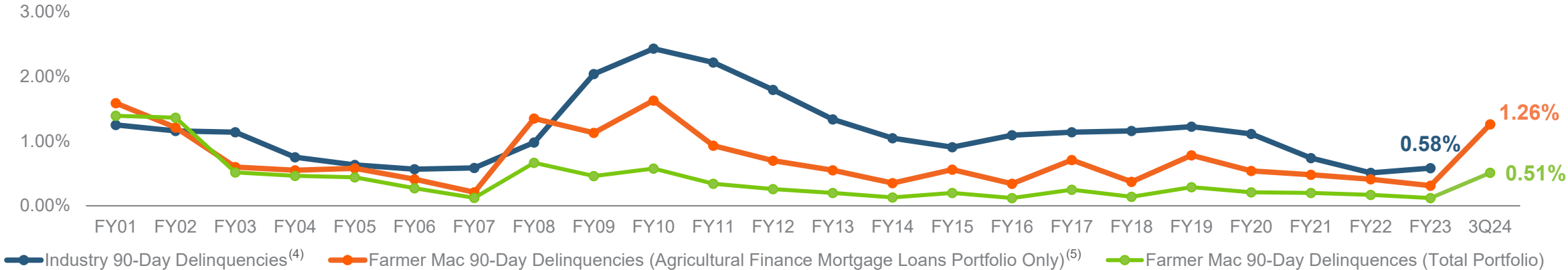
- Focus on repayment capacity through stressed inputs
- Not a “lender of last resort”
- Farm Credit Administration is our safety and soundness regulator

▶ Losses less likely even in default

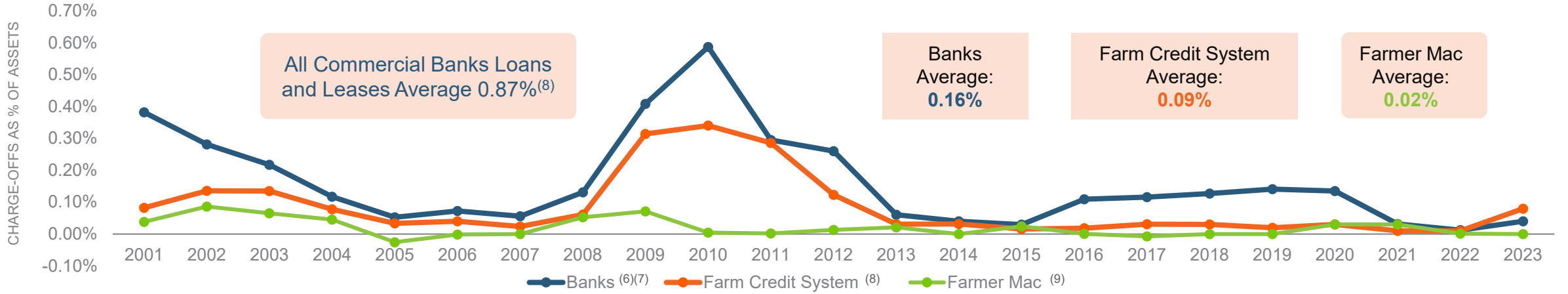
- Average portfolio LTV of 45% as of September 30, 2024
- Land values need to decline >55% to generate material losses across Agricultural Finance mortgage loans portfolio
- “Stress scenario” losses of 17% to 48%
- 1980s crisis saw land value declines of ~23%⁽³⁾

CREDIT CONSISTENTLY OUTPERFORMS

90-Day Delinquencies



Agricultural Lender Charge-off Rates

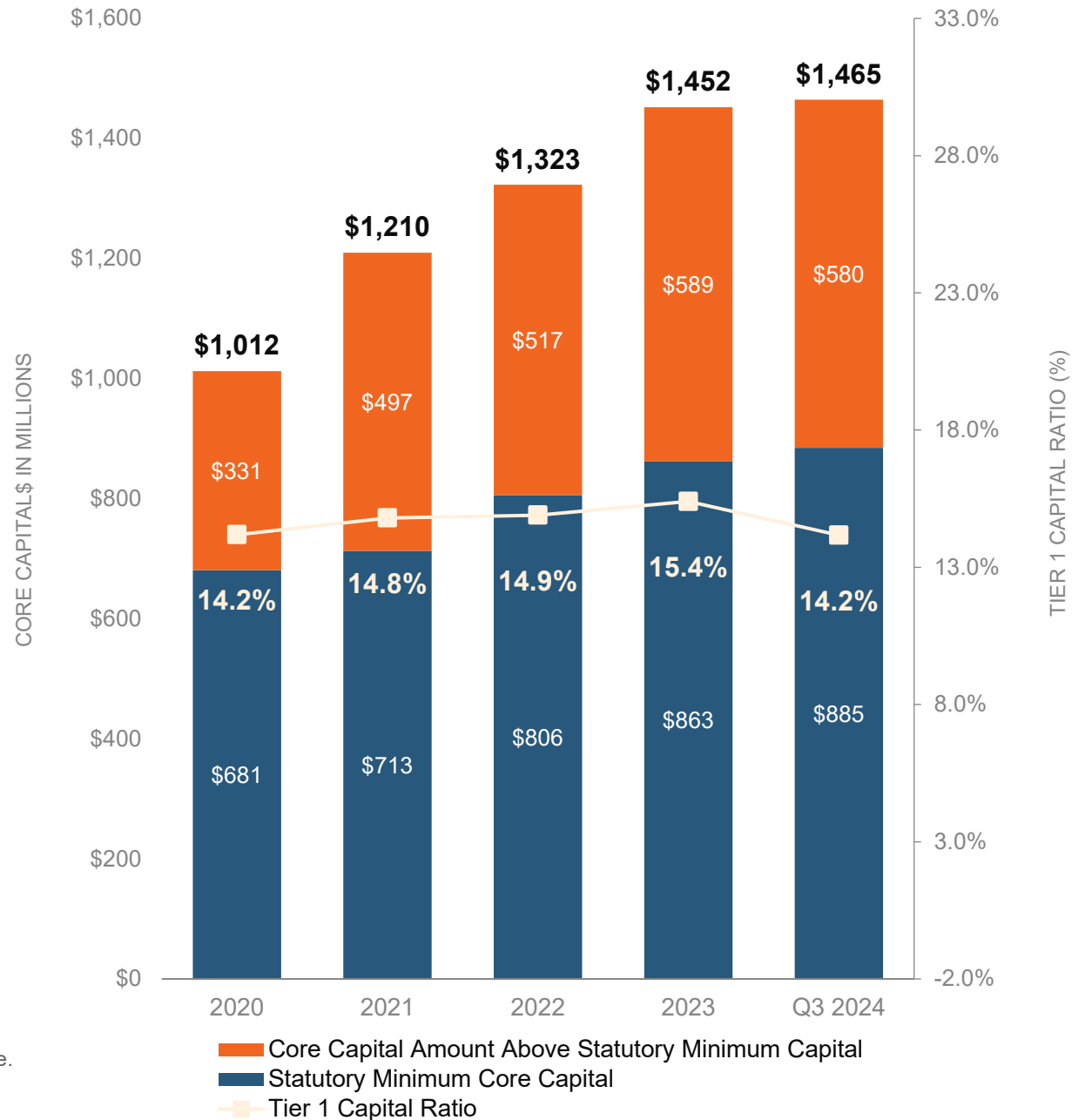


STRONG, GROWING CAPITAL BASE

- ▶ **Consistent, strong earnings growth has supported capital base and allowed for consistent returns to shareholders**

- ▶ **Opportunistically issued Preferred Stock during low-rate environment, further bolstering capital**
 - \$100M Preferred Series D in May 2019 @ 5.700%
 - \$79.5M Preferred Series E in May 2020 @ 5.750%
 - \$120M Preferred Series F in August 2020 @ 5.250%
 - \$125M Preferred Series G in May 2021 @ 4.875%

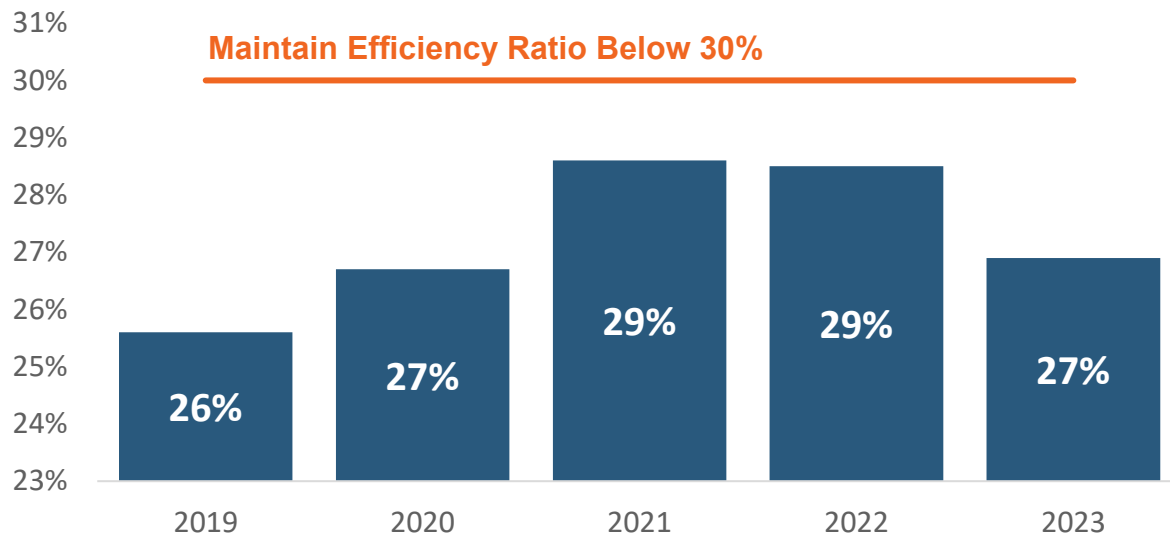
- ▶ **Securitization provides capital relief through the transfer of credit risk to capital markets**



Statutory Minimum Core Capital defined as total stockholders' equity less accumulated other comprehensive income.

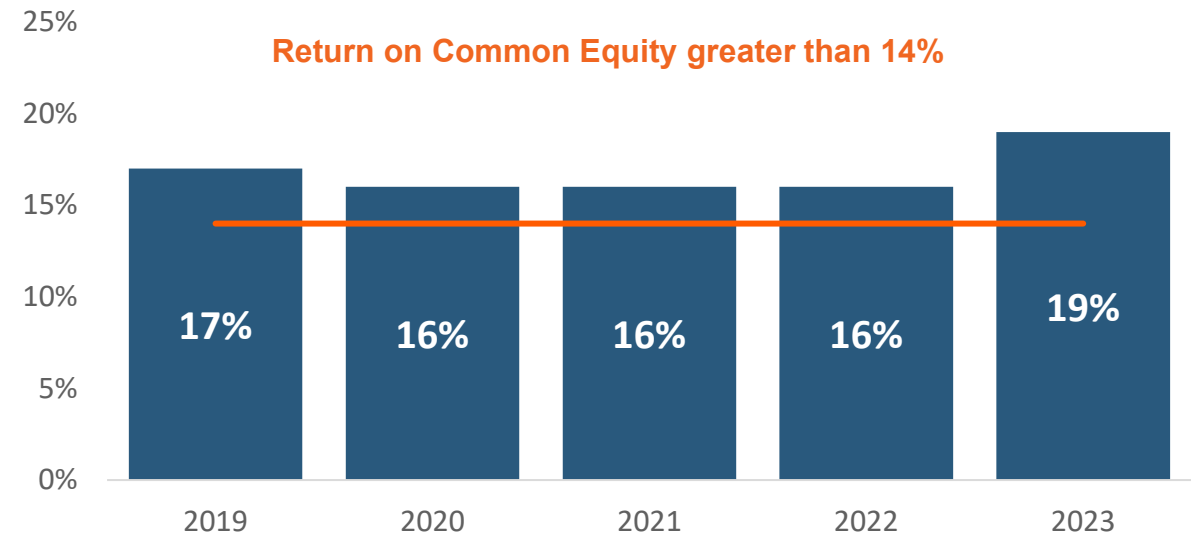
KEY METRICS

Operating Efficiency



- 185 employees managing nearly \$30 billion in assets, as of 2023 year-end
- Earnings greater than \$900,000 per employee, as of 2023 year-end

Return on Common Equity



- Greater than 90% of total revenues are recurring net effective spread and fees
- Strong returns enable consistent dividend growth

QUALITY EARNINGS DRIVE STRONG DIVIDENDS

▶ **Strong earnings and consistent capital position support continued dividend growth for Farmer Mac.**

- Farmer Mac’s dividend growth rate over the past 13 years is substantially greater than those seen from the two major market indices.
- 2024 marks the 13th consecutive year of higher annual dividends for Farmer Mac.
- Farmer Mac is committed to strong returns and responsible growth.

| | Dividend Yield ¹ | 13 Yr. Dividend CAGR |
|---------------------|-----------------------------|----------------------|
| Farmer Mac | 2.83% | 29.21% |
| S&P 500 | 1.28% | 8.98% |
| Russell 2000 | 1.41% | 10.13% |



1. Dividend yield data as of 9/30/2024

WHY INVEST IN FARMER MAC?

Uniquely Positioned

A New York Stock Exchange Listed Government Sponsored Enterprise (GSE) that provides investors the unique opportunity to invest in American agriculture and rural infrastructure.

Focused on Growth

Well-positioned to benefit from the growing agricultural mortgage market, strong demand for renewable energy projects, and agricultural mortgage-backed securities.

Value Creation

Consistent performance with a dedication to strategic initiatives and organizational alignment.

APPENDIX

KEY COMPANY METRICS

| (\$ in thousands, except per share amounts) | 2024 YTD | 2023 | 2022 | 2021 | 2020 |
|---|--------------|--------------|--------------|--------------|--------------|
| Core Earnings | \$128,076 | \$171,156 | \$124,314 | \$113,570 | \$100,612 |
| Core Earnings per Diluted Share | \$11.69 | \$15.65 | \$11.42 | \$10.47 | \$9.33 |
| Net Effective Spread (\$) | \$252,036 | \$326,980 | \$255,529 | \$220,668 | \$196,956 |
| Net Effective Spread (%) | 1.15% | 1.18% | 1.02% | 0.98% | 0.93% |
| Guarantee & Commitment Fees | \$15,235 | \$18,928 | \$18,144 | \$17,533 | \$19,150 |
| Core Capital Above Statutory Minimum | \$579,900 | \$589,400 | \$516,900 | \$496,800 | \$331,400 |
| Common Stock Dividends per Share | \$4.20 | \$4.40 | \$3.80 | \$3.52 | \$3.20 |
| Outstanding Business Volume | \$28,468,303 | \$28,471,024 | \$25,922,082 | \$23,614,463 | \$21,929,095 |
| 90-Day Delinquencies | 0.51% | 0.12% | 0.17% | 0.20% | 0.21% |
| Recovery/(Credit Losses) | (\$4,239) | \$0 | (\$903) | \$1,054 | (\$5,759) |
| Book Value per Share | \$96.81 | \$89.24 | \$77.61 | \$67.37 | \$60.41 |
| Core Earnings Return on Equity | 17% | 19% | 16% | 16% | 16% |

- Core earnings, core earnings per share, and net effective spread are non-GAAP measures. For more information on the use of these non-GAAP measures, please see page 3. For a reconciliation of core earnings to GAAP net income attributable to common stockholders and core earnings per share to earnings per common share, and a reconciliation of net effective spread to GAAP net interest income, please refer to pages 27-28 of the Appendix.
- Book Value per Share excludes accumulated other comprehensive income.

EQUITY CAPITAL STRUCTURE

| | Summary Stratifications | NYSE Ticker | Dividend Yield | Shares Outstanding |
|-----------------|---|-------------|----------------|--------------------|
| COMMON STOCK | CLASS A VOTING COMMON STOCK • Ownership restricted to non-Farm Credit System financial institutions | AGM.A | 3.91% | 1.0 million |
| | CLASS B VOTING COMMON STOCK • Ownership restricted to Farm Credit System institutions | – | – | 0.5 million |
| | CLASS C NON-VOTING COMMON STOCK • No ownership restrictions | AGM | 2.99% | 9.4 million |
| PREFERRED STOCK | SERIES D NON-CUMULATIVE PREFERRED STOCK • Option to redeem on any payment date on or after July 17, 2024 • Redemption Value: \$25 per share | AGM.PR.D | 5.700% | 4.0 million |
| | SERIES E NON-CUMULATIVE PREFERRED STOCK • Option to redeem on any payment date on or after July 17, 2025 • Redemption Value: \$25 per share | AGM.PR.E | 5.750% | 3.2 million |
| | SERIES F NON-CUMULATIVE PREFERRED STOCK • Option to redeem on any payment date on or after October 18, 2025 • Redemption Value: \$25 per share | AGM.PR.F | 5.250% | 4.8 million |
| | SERIES G NON-CUMULATIVE PREFERRED STOCK • Option to redeem on any payment date on or after July 17, 2026 • Redemption Value: \$25 per share | AGM.PR.G | 4.875% | 5.0 million |

- Common stock dividend annualized divided by quarter-end closing price.
- Par value of annual dividend for preferred stock.

FUNDING

▶ Finance asset purchases with proceeds of debt issuances:

- 30 dealers
- Match-funding provides for stable net effective spread and immaterial interest rate risk

▶ Farmer Mac's debt securities carry privileges for certain holders:

- 20% capital risk weighting
- Eligible collateral for Fed advances
- Legal investments for many federally supervised financial institutions (banks, etc.)

Debt Securities Trade at Narrow Spreads to Comparable Maturity Treasuries

| Maturity (Years) | 3 | 5 | 7 | 10 |
|---|-------|-------|--------|--------|
| Spread to Treasury As of September 30, 2024 | 7 bps | 7 bps | 27 bps | 37 bps |

RECONCILIATION OF NET INCOME TO CORE EARNINGS

| <i>(in thousands)</i> | | Core Earnings by Period Ended | | | |
|---|------------|-------------------------------|------------|------------|------------|
| | 2024 YTD | 2023 | 2022 | 2021 | 2020 |
| Net income attributable to common stockholders | \$ 129,580 | \$ 172,838 | \$ 150,979 | \$ 111,413 | \$ 94,904 |
| Less reconciling items: | | | | | |
| Gains/(Losses) on undesignated financial derivatives due to fair value changes | 260 | 5,142 | 13,495 | (1,430) | (1,701) |
| Gains/(Losses) on hedging activities due to fair value changes | 5,811 | (5,394) | 5,343 | (1,809) | (4,759) |
| (Losses)/gains on trading assets | (2) | 1,979 | (917) | (115) | 51 |
| Net effects of amortization of premiums/discounts and deferred gains on assets consolidated at fair value | 84 | 175 | 39 | 130 | 58 |
| Net effects of terminations or net settlements on financial derivatives | (2,200) | 227 | 15,794 | 494 | 1,236 |
| Issuance costs on retirement of preferred stock | (1,619) | - | - | - | (1,667) |
| Income tax effect related to reconciling items | (830) | (447) | (7,089) | 573 | 1,074 |
| Sub-total | 1,504 | 1,682 | 26,665 | (2,157) | (5,708) |
| Core earnings | \$ 128,076 | \$ 171,156 | \$ 124,314 | \$ 113,570 | \$ 100,612 |

RECONCILIATION OF NET INTEREST INCOME TO NET EFFECTIVE SPREAD

Net Effective Spread By Period Ended

| <i>\$ in thousands</i> | 2024 YTD | | 2023 | | 2022 | | 2021 | | 2020 | |
|--|-------------------|--------------|-------------------|--------------|-------------------|--------------|-------------------|--------------|-------------------|--------------|
| | Dollars | Yield | Dollars | Yield | Dollars | Yield | Dollars | Yield | Dollars | Yield |
| Net interest income/yield | \$ 260,499 | 1.15% | \$ 327,547 | 1.15% | \$ 270,940 | 1.04% | \$ 221,951 | 0.94% | \$ 195,848 | 0.87% |
| Net effects of consolidated trusts | (3,488) | 0.02% | (4,171) | 0.02% | (4,239) | 0.02% | (4,864) | 0.02% | (6,601) | 0.02% |
| Expense related to undesignated financial derivatives | (1,379) | -0.01% | (4,845) | -0.02% | (7,756) | -0.03% | 2,841 | 0.02% | 3,468 | 0.02% |
| Amortization of premiums/discounts on assets consolidated at fair value | (72) | 0.00% | (175) | 0.00% | (24) | 0.00% | (45) | 0.00% | 197 | 0.00% |
| Amortization of losses due to terminations or net settlements on financial derivatives | 2,287 | 0.01% | 3,230 | 0.01% | 2,413 | 0.01% | 446 | 0.00% | 120 | 0.00% |
| Fair Value Changes on fair value hedge relationships | (5,811) | -0.02% | 5,394 | 0.02% | (5,805) | -0.02% | 339 | 0.00% | 3,924 | 0.02% |
| Net Effective Spread | \$ 252,036 | 1.15% | \$ 326,980 | 1.18% | \$ 255,529 | 1.02% | \$ 220,668 | 0.98% | \$ 196,956 | 0.93% |

RESOURCES

- ▶ Footnote 1: USDA Economic Research Service year end 2023 balance sheet (<https://data.ers.usda.gov/reports.aspx?ID=17835>). Fam Sector Assets and Farm Sector Debt values are values for 2023 from USDA Economic Research Service.
- ▶ Footnote 2: USDA, Economic Research Service U.S. and State-Level Farm Income and Wealth Statistic (<https://www.ers.usda.gov/data-products/farm-income-and-wealth-statistics/data-files-us-and-state-level-farm-income-and-wealth-statistics/>).
- ▶ Footnote 3: USDA, National Agricultural Statistics Service (as of August 2015). Historic values are not necessarily predictive of future results or outcomes.
- ▶ Footnote 4: FDIC Call Report Data & Farm Credit Funding Corp Annual Information Statements – Non-accrual real estate loans and accruing loans that are 90 days or more past due made by commercial and Farm Credit System banks (as of December 2022).
- ▶ Footnote 5: Delinquencies reflect Farmer Mac’s Agricultural Finance mortgage loan portfolio that are 90 days or more past due, in foreclosure, or in bankruptcy with at least one missed payment, excluding loans performing under either their original loan terms or a court -approved bankruptcy plan.
- ▶ Footnote 6: Kansas City Federal Reserve Agriculture Finance Databook (<https://www.kansascityfed.org/agriculture/agfinance -updates/>).
- ▶ Footnote 7: Banks’ charge-off rate is a percentage of agricultural loan assets.
- ▶ Footnote 8: Farm Credit Banks Funding Corporation Annual Information Statements; Farm Credit System’s charge-off rate is the percentage of total loans and guarantees.
- ▶ Footnote 9: Farmer Mac’s charge-off rate is the percentage of total loans and guarantees.

FARMER MAC