

AGRIBANK DISTRICT 2019 QUARTERLY FINANCIAL INFORMATION

*Unaudited*

SEPTEMBER 30, 2019

AGRIBANK, FCB AND DISTRICT ASSOCIATIONS

# ADVANCING TOGETHER

FUNDING AND FINANCIAL SOLUTIONS, TODAY AND TOMORROW



**AgriBank**   
FARM CREDIT BANK

**AgriBank District Financial Information**  
**AgriBank, FCB and District Associations**  
*unaudited*

**INTRODUCTION AND DISTRICT OVERVIEW**

AgriBank, FCB (“AgriBank” or “the Bank”) and District Associations (“Associations”) are part of the customer-owned, nationwide Farm Credit System (System or Farm Credit). The System provides loans, leases and financial services to farmers, ranchers and rural businesses across the United States and Puerto Rico. This focus on rural communities and agriculture is the reason Farm Credit was established in 1916, and the System has been delivering on that mission ever since – helping fund America's food, fuel and fiber and supporting the rural communities America's farmers and ranchers call home.

The System is a cooperative structure. Farm Credit’s funds are raised by the Federal Farm Credit Banks Funding Corporation (the Funding Corporation) and insured by the Farm Credit System Insurance Corporation (FCSIC or the Insurance Corporation). The Funding Corporation issues a variety of Federal Farm Credit Banks Combined Systemwide Debt Securities with broad ranges of maturities and structures on behalf of the four System Banks. Each System Bank has exposure to Systemwide credit risk because each Bank is jointly and severally liable for all Systemwide debt issued. Farm Credit Associations receive funding through one of the System Banks. System entities have specific lending authorities within their chartered territories and are subject to examination and regulation by an independent federal agency, the Farm Credit Administration (FCA).

Under Farm Credit's cooperative structure, AgriBank is primarily owned by 14 local Farm Credit Associations, which provide financial products and services to rural communities and agriculture. AgriBank obtains funds and provides funding and financial solutions to those Associations. AgriBank and the 14 Associations are collectively referred to as the District. The AgriBank District covers a 15-state area stretching from Wyoming to Ohio and Minnesota to Arkansas.

The following commentary reviews the combined financial condition and results of operations of AgriBank and District Associations and provides additional specific information.

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Front cover photo: Carol Rice, former Executive Assistant to the CEO, AgriBank  
Back cover photo: Dave Berdahl, Manager Balance Sheet Management, AgriBank

**Combined Financial Highlights**  
AgriBank, FCB and District Associations

*(dollars in thousands)*

	<b>September 30, 2019</b>	December 31, 2018
Total loans	<b>\$ 111,937,940</b>	\$ 109,081,975
Allowance for loan losses	<b>498,141</b>	490,772
Net loans	<b>111,439,799</b>	108,591,203
Total assets	<b>132,640,163</b>	128,599,161
Total shareholders' equity	<b>24,743,581</b>	23,490,090
<b>Nine months ended September 30</b>	<b>2019</b>	2018
Net interest income	<b>\$ 2,427,788</b>	\$ 2,300,018
Provision for credit losses	<b>24,347</b>	72,293
Net fee income	<b>44,488</b>	50,254
Net income	<b>1,633,151</b>	1,580,224
Net interest margin	<b>2.6%</b>	2.6%
Return on average assets	<b>1.7%</b>	1.7%
Return on average shareholders' equity	<b>9.0%</b>	9.3%
Operating expense as a percentage of net interest income and non-interest income	<b>35.6%</b>	35.0%
Net loan chargeoffs as a percentage of average loans	<b>(0.02%)</b>	(0.02%)
Average loans	<b>\$ 109,827,906</b>	\$ 104,031,194
Average earning assets	<b>127,344,668</b>	120,668,229
Average assets	<b>129,688,535</b>	122,769,706

## MANAGEMENT'S DISCUSSION AND ANALYSIS

### Results of Operations

Net income was \$1.6 billion for the nine months ended September 30, 2019, an increase of \$52.9 million, or 3.4 percent, compared to the same period of the prior year. Net interest income remained strong due to increased loan volume across the District, partially offset by decreases in non-interest income and increases in non-interest expenses. The decrease in non-interest income was mainly attributable to a lower allocated insurance reserve accounts (AIRA) refund in March 2019 when compared to March 2018, and to a lesser extent, losses that more than offset previously recorded mark-to-market gains on certain economic hedges. The increase in non-interest expenses was due mainly to higher salaries and incentive compensation expenses and occupancy and equipment costs across the District.

#### **Net Interest Income**

Net interest income increased \$127.8 million, or 5.6 percent, compared to the same period of the prior year, primarily due to increased loan volume and the impact of equity financing. This increase was partially offset by a decline in the positive contribution from funding actions, as anticipated, due to the current interest rate environment and actions taken during 2019 to reposition debt.

Net interest margin was 2.6 percent for the nine months ended September 30, 2019, comparable to the same period of the prior year, as the lending environment remained competitive across the District. The benefit of equity financing, which represents the benefit of non-interest bearing funding, increased compared to the prior year due to higher equity volume and higher interest rates. This benefit was substantially offset by a decline in the contribution to net interest income from the structure of AgriBank's funding due to increased debt expense relative to loan income. There has been a substantial decline in rates during the second and third quarters of 2019 creating increased call activity. However, the flattening and inversion of the yield curve has partially offset the impact of these activities, resulting in an overall funding benefit decline year-over-year.

#### **Provision for Credit Losses**

The provision for credit losses was \$24.3 million for the nine months ended September 30, 2019. Any reserves for unfunded commitments and letters of credit are recorded in "Other liabilities" on the Combined Balance Sheets.

The year-over-year fluctuations for the District's provision for credit losses can be impacted by economic stress in individual agricultural sectors. The overall provision decreased compared to the same period of the prior year, primarily due to the reversal of provision recorded at one District Association based on an updated analysis of industry stress. This Association's customers have experienced less stress in the agricultural economy than had been expected. Notwithstanding this reversal of provision, low net farm income and credit quality deterioration, primarily in the grain and dairy industries, have resulted in additional provision for credit losses during the nine months ended September 30, 2019. Prolonged lower levels of net farm income and other economic factors could contribute to further declines in credit quality, which may increase provision for credit losses across the District.

#### **Non-interest Income**

The decrease in non-interest income was driven primarily by the decreased AIRA distributions received from the FCSIC during the first quarter of 2019 compared to the same period of the prior year. The AIRA were established by the FCSIC when premiums collected increased the level of the insurance fund beyond the required secured base amount of 2 percent of insured debt.

The decrease in non-interest income was further impacted by mark-to-market losses recorded on certain economic hedges and decreased mineral income during the nine months ended 2019. These economic hedges, related to AgriBank's mineral income, increased in value during the fourth quarter of 2018, when oil prices decreased; however, as oil prices rebounded during 2019, the value of the options decreased resulting in losses for the nine months ended September 30, 2019, partially offsetting overall gains. These losses are classified as "Other (loss) income" on the Combined Statements of Income.

#### **Non-interest Expense**

Overall, non-interest expense increased, primarily driven by increased salaries and benefits expense. The increase in salaries and benefits expense was primarily due to an increase in the number of employees in the District, as well as annual merit increases.

## Loan Portfolio

<b>District Loans by Loan Type</b>		
(in thousands)	<b>September 30, 2019</b>	December 31, 2018
Real estate mortgage	<b>\$ 60,811,245</b>	\$59,810,146
Production and intermediate-term	<b>27,048,942</b>	26,888,339
Agribusiness:		
Loans to cooperatives	<b>1,348,614</b>	1,227,755
Processing and marketing	<b>11,560,840</b>	10,552,428
Farm-related businesses	<b>1,375,545</b>	1,288,785
Rural infrastructure:		
Power	<b>1,156,675</b>	1,175,525
Communications	<b>2,138,666</b>	1,761,466
Water/Wastewater	<b>236,245</b>	103,438
Rural residential real estate	<b>2,675,250</b>	2,708,589
Agricultural export finance	<b>345,639</b>	320,434
Lease receivables	<b>210,551</b>	207,450
Loans to other financing institutions	<b>589,356</b>	549,113
Mission related investments	<b>2,440,372</b>	2,488,507
Total	<b>\$ 111,937,940</b>	\$109,081,975

District loans increased \$2.9 billion, or 2.6 percent, from December 31, 2018. The increase in total loans was primarily due to growth in the agribusiness sector related to capital markets lending and in the real estate sector related to new originations in the third quarter.

The loan portfolio exhibits some seasonality relating to the patterns of operating loans made to crop producers. Operating loans are normally at their lowest levels following the harvest and then increase in the spring and throughout the rest of the year as borrowers fund operating needs. The degree of seasonality exhibited by the loan portfolio is diminished primarily due to growth in real estate mortgage, agribusiness and part-time farmer sectors.

## Loan Quality

The primary credit quality indicator utilized by the Bank and Associations is the FCA Uniform Loan Classification System, which categorizes loans into five categories. The categories are defined as follows:

- Acceptable – assets are expected to be fully collectible and represent the highest quality.
- Other assets especially mentioned (Special Mention) – assets are currently collectible but exhibit some potential weakness.
- Substandard – assets exhibit some serious weakness in repayment capacity, equity, and/or collateral pledged on the loan.
- Doubtful – assets exhibit similar weaknesses to substandard assets; however, doubtful assets have additional weaknesses in existing factors, conditions and values that make collection in full highly questionable.
- Loss – assets are considered uncollectible.

The following table shows loans and related accrued interest classified under the Uniform Loan Classification System as a percentage of total loans and related accrued interest receivable.

<b>District Loan Quality</b>		
	<b>September 30, 2019</b>	December 31, 2018
Acceptable	<b>90.4%</b>	91.1%
Special Mention	<b>4.6%</b>	4.0%
Substandard/Doubtful	<b>5.0%</b>	4.9%
<b>Total</b>	<b>100.0%</b>	100.0%

The credit quality of the District loan portfolio remained sound at September 30, 2019. Substandard/Doubtful loans, collectively called adverse loans, are loans AgriBank and District Associations have identified as showing some credit weakness outside the credit standards. While acceptable loan volume remains strong, loan volume classified in categories other than acceptable have continued to increase as the District adjusts to the current environment. No loans were categorized as loss as of September 30, 2019 or December 31, 2018.

Due to continued erosion of farm sector working capital, low net farm income levels (primarily driven by low commodity prices) and uncertain trade policy, the downturn in credit quality has worsened within many sectors of the District's retail portfolio and has impacted retail borrower working capital. Given continued projected low net farm income and the product mix within this retail portfolio, adverse credit quality and related allowance for loan losses and provision for loan losses may continue to increase. Bank and District Association management do not expect significant deterioration in credit quality through the remainder of 2019, in part to mitigating effects of the Market Facilitation payments and crop insurance support.

<b>Nonperforming Assets</b>		
(in thousands)	<b>September 30,</b>	December 31,
	<b>2019</b>	2018
<b>Nonaccrual Loans:</b>		
Real estate mortgage	\$ 486,359	\$ 454,787
Production and intermediate-term	257,201	224,889
Agribusiness	66,069	60,166
Rural infrastructure	24,218	27,120
Rural residential real estate	26,129	28,375
Other	1,271	1,321
<b>Total nonaccrual loans</b>	<b>\$ 861,247</b>	<b>\$ 796,658</b>
<b>Accruing Restructured Loans:</b>		
Real estate mortgage	\$ 53,265	\$ 59,329
Production and intermediate-term	17,363	17,867
Agribusiness	23,991	3,004
Rural residential real estate	1,755	1,947
<b>Total accruing restructured loans</b>	<b>\$ 96,374</b>	<b>\$ 82,147</b>
<b>Accruing Loans 90 Days or More Past Due:</b>		
Real estate mortgage	\$ 34,609	\$ 8,954
Production and intermediate-term	39,641	5,695
Agribusiness	129	--
Rural residential real estate	500	337
Other	25,534	27,257
<b>Total accruing loans 90 days or more past due</b>	<b>\$ 100,413</b>	<b>\$ 42,243</b>
<b>Total nonperforming loans</b>	<b>1,058,034</b>	<b>921,048</b>
<b>Other property owned</b>	<b>41,401</b>	<b>47,267</b>
<b>Total nonperforming assets</b>	<b>\$ 1,099,435</b>	<b>\$ 968,315</b>

Note: Accruing loans include accrued interest receivable.

The Other category is primarily composed of certain assets originated under the Mission Related Investment authority and finance leases.

Overall, the increase in nonperforming assets have been driven primarily by declines in net farm income levels for certain borrowers within the District. Based on current forecasts for net farm income levels in certain agricultural production sectors, risk assets are expected to continue to rise. Nonperforming assets have primarily been concentrated in the real estate mortgage and production and intermediate-term sectors during the periods presented.

The increase in nonaccrual loans was mainly due to loans concentrated in the dairy, general crops, and ethanol sectors; offset by initiatives to remedy troubled accounts.

The increase in accrual loans 90 days or more past due was partially related to crop input loans, which exhibit a great degree of seasonality of payments. A large portion of this portfolio contains recourse agreements from the crop input dealers or other guarantees, which reduce the risk of non-collection for this portfolio. Certain loans guaranteed by the United States Department of Agriculture also contributed to the growth in loans 90 days or more past due. Generally, all accruing loans 90 days or more past due are adequately secured and in the process of collection.

### Aging Analysis of Loans

(in thousands) As of September 30, 2019	30-89 Days Past Due	90 Days or More Past Due	Total Past Due	Not Past Due or Less Than 30 Days Past Due	Total
Real estate mortgage	\$ 122,119	\$ 200,038	\$ 322,157	\$ 61,459,405	\$ 61,781,562
Production and intermediate-term	159,007	166,778	325,785	27,246,771	27,572,556
Agribusiness	12,340	7,049	19,389	14,332,672	14,352,061
Rural infrastructure	--	--	--	3,539,388	3,539,388
Rural residential real estate	27,966	6,610	34,576	2,657,350	2,691,926
Other	90,107	26,639	116,746	3,488,430	3,605,176
<b>Total</b>	<b>\$ 411,539</b>	<b>\$ 407,114</b>	<b>\$ 818,653</b>	<b>\$ 112,724,016</b>	<b>\$ 113,542,669</b>

As of December 31, 2018	30-89 Days Past Due	90 Days or More Past Due	Total Past Due	Not Past Due or Less Than 30 Days Past Due	Total
Real estate mortgage	\$ 162,493	\$ 116,328	\$ 278,821	\$ 60,293,800	\$ 60,572,621
Production and intermediate-term	211,265	109,034	320,299	27,020,582	27,340,881
Agribusiness	6,230	3,808	10,038	13,119,852	13,129,890
Rural infrastructure	--	--	--	3,046,431	3,046,431
Rural residential real estate	17,977	7,626	25,603	2,697,941	2,723,544
Other	53,471	28,162	81,633	3,502,208	3,583,841
<b>Total</b>	<b>\$ 451,436</b>	<b>\$ 264,958</b>	<b>\$ 716,394</b>	<b>\$ 109,680,814</b>	<b>\$ 110,397,208</b>

Note: Accruing loans include accrued interest receivable.

The Other category is composed of certain assets originated under the Mission Related Investment authority, loans to other financing institutions, agricultural export finance and finance leases.

Past due loans have increased and are reflective of the overall credit quality in the portfolio. Additionally, delinquencies tend to exhibit some seasonality, as many loans within the portfolio mature or have annual payments due during the first quarter of the year. Certain portfolios contain credit enhancements in the form of guarantees or recourse agreements which reduce the risk of non-collection.

**Changes in Allowance for Loan Losses and Year End Recorded Investments by Loan Type**

(in thousands)	Real Estate Mortgage	Production and Intermediate-Term	Agribusiness	Rural Infrastructure	Rural Residential Real Estate	Other	Total
<b>Allowance for loan losses:</b>							
As of December 31, 2018:	\$ 226,295	\$ 161,872	\$ 72,745	\$ 16,728	\$ 7,767	\$ 5,365	\$ 490,772
(Reversal of) provision for credit losses	(10,880)	21,681	11,396	3,715	606	(2,171)	24,347
Loan recoveries	2,512	4,980	759	--	279	--	8,530
Loan charge-offs	(1,832)	(17,763)	(4,185)	--	(477)	--	(24,257)
Reclassification from (to) reserve for unfunded commitments*	--	(1,251)	--	--	--	--	(1,251)
<b>Balance as of September 30, 2019</b>	<b>\$ 216,095</b>	<b>\$ 169,519</b>	<b>\$ 80,715</b>	<b>\$ 20,443</b>	<b>\$ 8,175</b>	<b>\$ 3,194</b>	<b>\$ 498,141</b>
<b>As of September 30, 2019:</b>							
Ending balance: individually evaluated for impairment	21,018	28,849	22,117	7,606	365	124	80,079
Ending balance: collectively evaluated for impairment	195,077	140,670	58,598	12,837	7,810	3,070	418,062
<b>Recorded investment in loans outstanding:</b>							
Ending balance as of September 30, 2019:	\$ 61,781,560	\$ 27,572,557	\$ 14,352,060	\$ 3,539,388	\$ 2,691,926	\$ 3,605,177	\$ 113,542,668
Ending balance: individually evaluated for impairment	574,233	314,205	90,189	24,218	28,384	26,805	1,058,034
Ending balance: collectively evaluated for impairment	61,207,327	27,258,352	14,261,871	3,515,170	2,663,542	3,578,372	112,484,634
<b>As of December 31, 2017:</b>							
Ending balance: individually evaluated for impairment	193,669	159,264	54,817	14,030	8,965	5,314	436,059
Provision for credit losses	30,827	20,068	17,548	2,654	(413)	(1,986)	68,698
Loan recoveries	1,467	5,751	104	--	441	--	7,763
Loan charge-offs	(4,278)	(17,467)	(121)	(473)	(1,189)	--	(23,528)
Reclassification to reserve for unfunded commitments*	--	2,101	--	--	--	--	2,101
<b>Balance as of September 30, 2018</b>	<b>\$ 221,685</b>	<b>\$ 169,717</b>	<b>\$ 72,348</b>	<b>\$ 16,211</b>	<b>\$ 7,804</b>	<b>\$ 3,328</b>	<b>\$ 491,093</b>
<b>As of December 31, 2018:</b>							
Ending balance: individually evaluated for impairment	20,866	30,214	25,351	7,619	520	127	84,697
Ending balance: collectively evaluated for impairment	205,428	131,658	47,394	9,109	7,247	5,239	406,075
<b>Recorded investment in loans outstanding:</b>							
Ending balance as of December 31, 2018:	\$ 60,572,621	\$ 27,340,881	\$ 13,129,890	\$ 3,046,431	\$ 2,723,543	\$ 3,583,842	\$ 110,397,208
Ending balance: individually evaluated for impairment	523,070	248,451	63,170	27,120	30,659	13,932	906,402
Ending balance: collectively evaluated for impairment	60,049,551	27,092,430	13,066,720	3,019,311	2,692,884	3,569,910	109,490,806

\*Represents reclassifications between the allowance for loan losses and the reserve for unfunded commitments as a result of advances on or repayments of seasonal lines of credit or other loans.

## Investments

To maintain alignment with new FCA regulations effective January 1, 2019, certain financial instruments held by one District Association were reclassified from "Investment securities" to "Loans" in the Combined Statements of Condition. This reclassification was applied to December 31, 2018 balances to conform to this revised presentation resulting in investments decreasing by \$1.4 billion and loans increasing by the same amount.

AgriBank is responsible for meeting the District's funding, liquidity and asset/liability management needs. While access to the unsecured debt capital markets remains the District's primary source of liquidity, the Bank also maintains a secondary source of liquidity through a high-quality investment portfolio and other short-term liquid assets. The Bank typically holds these investments on an available-for-sale basis. Refer to the AgriBank 2018 Annual Report for additional information about the Bank's investment portfolio. District Associations have regulatory authority to enter into certain guaranteed investments, typically mortgage-backed or asset-backed securities, and are typically held to maturity. Refer to individual District Associations' 2018 annual reports for specific information about the investments at the District Associations.

<b>Investment Information</b>				
(in thousands)	<b>Amortized</b>	<b>Unrealized</b>	<b>Unrealized</b>	<b>Fair</b>
<b>As of September 30, 2019</b>	<b>Cost</b>	<b>Gains</b>	<b>Losses</b>	<b>Value</b>
AgriBank investments	\$ 14,620,299	\$ 34,320	\$ 26,565	\$ 14,628,054
District Association investments	1,725,928	28,796	8,145	1,746,579
<b>Total District investments</b>	<b>16,346,227</b>	<b>63,116</b>	<b>34,710</b>	<b>16,374,633</b>

  

(in thousands)	<b>Amortized</b>	<b>Unrealized</b>	<b>Unrealized</b>	<b>Fair</b>
<b>As of December 31, 2018</b>	<b>Cost</b>	<b>Gains</b>	<b>Losses</b>	<b>Value</b>
AgriBank investments	\$ 14,080,602	\$ 9,739	\$ 92,599	\$ 13,997,742
District Association investments	1,096,230	6,748	17,550	1,085,428
<b>Total District investments</b>	<b>15,176,832</b>	<b>16,487</b>	<b>110,149</b>	<b>15,083,170</b>

## District Capital

AgriBank and District Associations believe a sound capital position is critical to long-term financial stability. AgriBank and District Associations maintain adequate capital to protect against unanticipated losses as well as to meet the District's growth needs. Total shareholders' equity increased \$1.3 billion, primarily resulting from net income for the nine months ended September 30, 2019, partially offset by patronage distributions declared.

<b>Accumulated Other Comprehensive Loss</b>		
(in thousands)	<b>September 30,</b>	<b>December 31,</b>
	<b>2019</b>	<b>2018</b>
Investment securities activity	\$ 7,755	\$ (82,857)
Derivatives and hedging activity	(121,520)	34,005
Employee benefit plans activity	(449,093)	(473,623)
<b>Total accumulated other comprehensive loss</b>	<b>\$ (562,858)</b>	<b>\$ (522,475)</b>

The increase in accumulated other comprehensive loss (AOCL) in 2019 primarily relates to increased unrealized losses on pay fixed derivative instruments designated as cash flow hedges that decrease in value when interest rates fall. Conversely, the decreasing interest rate environment during the nine months ended September 30, 2019, resulted in increased fair values of certain investment securities helping to offset the overall increase in AOCL. Investment securities held by AgriBank and District Associations are primarily debt securities that increase in value as interest rates fall.

The Farm Credit Administration sets minimum regulatory capital requirements for Banks and Associations.

<b>Regulatory Capital Requirements and Ratios</b>					
<b>As of September 30, 2019</b>	<b>Primary Components of Numerator</b>	<b>Regulatory Minimums</b>	<b>Minimum with Buffer<sup>(1)</sup></b>	<b>Bank</b>	<b>District Associations</b>
<b>Risk adjusted:</b>					
Common equity tier 1 capital ratio (CET1)	Unallocated retained earnings (URE), common cooperative equities (qualifying capital stock and allocated equity) <sup>(2)</sup>	4.5%	7.0%	<b>17.3%</b>	<b>14.9% - 22.7%</b>
Tier 1 capital ratio	CET1 capital, non-cumulative perpetual preferred stock	6.0%	8.5%	<b>18.0%</b>	<b>15.4% - 22.7%</b>
Total capital ratio	Tier 1 capital, allowance for loan losses <sup>(3)</sup> , common cooperative equities <sup>(4)</sup> and term preferred stock and subordinated debt <sup>(5)</sup>	8.0%	10.5%	<b>18.1%</b>	<b>15.9% - 23.0%</b>
Permanent capital ratio	Retained earnings, common stock, non-cumulative perpetual preferred stock and subordinated debt, subject to certain limits	7.0%	7.0%	<b>18.0%</b>	<b>15.9% - 23.4%</b>
<b>Non-risk adjusted:</b>					
Tier 1 leverage ratio	Tier 1 capital	4.0%	5.0%	<b>5.5%</b>	<b>15.3% - 21.3%</b>
UREE leverage ratio	URE and URE Equivalents	1.5%	1.5%	<b>3.0%</b>	<b>14.7% - 22.9%</b>

<sup>(1)</sup> The 2.5% capital conservation buffer over risk-adjusted ratio minimums is being phased in over three years under the FCA capital requirements. The phase-in period ends on December 31, 2019.

<sup>(2)</sup> Equities outstanding 7 or more years

<sup>(3)</sup> Capped at 1.25% of risk-adjusted assets

<sup>(4)</sup> Outstanding 5 or more years, but less than 7 years

<sup>(5)</sup> Outstanding 5 or more years

## Other Matters

During 2016, District Associations and AgriBank conducted research related to moving certain business services offered by AgriBank into a separate entity jointly owned by AgriBank and participating Associations. The long-term strategic objectives of this initiative are to increase scale, improve operating efficiency, and enhance technology and business services. The proposed service entity will be named SunStream Business Services (SunStream). An application to form the service corporation was submitted to the FCA for approval in May 2017, and the FCA continues its due diligence on this request.

### Select Information on AgriBank District Associations

(in thousands)	Wholesale		Total Assets	Total Allowance and Capital	Total Regulatory Capital Ratio	Nonperforming <sup>(1)</sup> as a % of Total Loans	Return on Assets
As of September 30, 2019	Loan Amount	% of Wholesale Portfolio					
Farm Credit Services of America	\$24,065,054	27.8%	\$30,347,292	\$6,149,343	17.3%	1.0%	2.1%
Farm Credit Mid-America	19,156,647	22.1%	24,418,728	4,990,343	21.2%	1.4%	1.9%
Compeer Financial <sup>(2)</sup>	17,265,329	19.9%	21,382,711	3,901,464	15.9%	0.9%	1.9%
GreenStone Farm Credit Services	7,398,105	8.5%	9,320,790	1,851,739	17.4%	1.0%	2.3%
AgCountry Farm Credit Services <sup>(2)</sup>	6,103,248	7.0%	7,982,991	1,803,614	18.8%	0.8%	1.9%
FCS Financial	3,451,989	4.0%	4,411,202	916,956	18.4%	0.3%	1.9%
Farm Credit Illinois	3,273,518	3.8%	4,334,276	1,034,705	20.0%	0.2%	1.7%
AgHeritage Farm Credit Services	1,232,565	1.4%	1,567,237	325,232	18.2%	0.6%	1.9%
Farm Credit Services of Western Arkansas	1,116,371	1.3%	1,457,615	303,994	20.2%	0.8%	2.0%
Farm Credit Services of North Dakota	1,042,939	1.2%	1,368,307	318,045	19.6%	0.6%	2.0%
Farm Credit Services of Mandan	1,009,492	1.2%	1,296,698	275,489	17.4%	0.2%	2.1%
Farm Credit Midsouth	825,588	1.0%	1,067,920	231,595	20.0%	0.7%	1.9%
Farm Credit Southeast Missouri	613,489	0.7%	783,597	160,170	20.3%	0.2%	2.3%
Delta Agricultural Credit Association	43,450	0.1%	53,800	10,010	23.0%	0.6%	0.8%
<b>Total</b>	<b>\$86,597,784</b>	<b>100.0%</b>	<b>\$109,793,164</b>	<b>\$22,272,699</b>			

<sup>(1)</sup> Nonperforming loans are comprised of nonaccrual loans, accruing restructured loans and accruing loans 90 days or more past due.

<sup>(2)</sup> Loan amounts do not include fair value adjustments due to merger.

**Combined Balance Sheets**  
AgriBank, FCB and District Associations

*(unaudited)*  
*(in thousands)*

	September 30, 2019	December 31, 2018
<b>Assets</b>		
Cash	\$ 390,728	\$ 670,856
Federal funds and securities purchased under resale agreements	1,517,800	1,698,100
Investments	16,353,982	15,093,972
Loans	111,937,940	109,081,975
Allowance for loan losses	498,141	490,772
Net loans	111,439,799	108,591,203
Accrued interest receivable	1,648,794	1,357,081
Premises and equipment, net	630,994	577,523
Other assets	658,066	610,426
<b>Total assets</b>	<b>\$ 132,640,163</b>	<b>\$ 128,599,161</b>
<b>Liabilities</b>		
Bonds and notes	\$ 104,973,575	\$ 102,181,163
Member investment bonds	1,365,706	942,181
Accrued interest payable	430,414	405,784
Patronage distribution payable	324,187	732,471
Other liabilities	802,700	847,472
<b>Total liabilities</b>	<b>107,896,582</b>	<b>105,109,071</b>
<b>Shareholders' equity</b>		
Preferred stock	350,000	350,000
Capital stock and participation certificates	313,702	311,527
Additional paid-in capital	2,084,988	2,084,988
Allocated retained earnings	426,718	426,967
Unallocated retained earnings	22,058,112	20,771,011
Accumulated other comprehensive loss	(562,858)	(522,475)
Noncontrolling interest	72,919	68,072
<b>Total shareholders' equity</b>	<b>24,743,581</b>	<b>23,490,090</b>
<b>Total liabilities and shareholders' equity</b>	<b>\$ 132,640,163</b>	<b>\$ 128,599,161</b>

**Combined Statements of Income**  
AgriBank, FCB and District Associations

*(unaudited)*  
*(in thousands)*

	Three months		Nine months	
<b>For the periods ended September 30,</b>	<b>2019</b>	2018	<b>2019</b>	2018
<b>Interest Income</b>				
Loans	\$ 1,342,550	\$ 1,235,226	\$ 3,973,306	\$ 3,536,874
Investment securities	111,061	94,997	340,369	257,424
Total interest income	1,453,611	1,330,223	4,313,675	3,794,298
<b>Interest Expense</b>	<b>623,276</b>	544,810	<b>1,885,887</b>	1,494,280
Net interest income	830,335	785,413	2,427,788	2,300,018
Provision for credit losses	10,436	37,258	24,347	72,293
Net interest income after provision for credit losses	819,899	748,155	2,403,441	2,227,725
<b>Non-interest income</b>				
Net fee income	15,590	22,618	44,488	50,254
Financially related services income	52,194	41,521	98,423	89,409
Net gains on sales of investments and other assets	173	205	1,685	574
Mineral income	13,262	17,790	38,609	49,227
Allocated Insurance Reserve Accounts	--	--	25,526	65,941
Other (loss) income	2,899	(3,541)	(5,230)	15,933
Total non-interest income	84,118	78,593	203,501	271,338
<b>Non-interest expense</b>				
Salaries and employee benefits	190,179	183,308	570,470	539,369
Occupancy and equipment	31,312	26,519	91,586	77,127
Purchased services	19,725	20,623	56,282	53,691
Farm Credit System Insurance Corporation expense	21,506	20,356	63,707	60,339
Other expense	54,601	57,997	160,872	172,465
Total non-interest expense	317,323	308,803	942,917	902,991
Income before income taxes	586,694	517,945	1,664,025	1,596,072
<b>Provision for income taxes</b>	<b>14,263</b>	115	<b>30,874</b>	15,848
Net income	\$ 572,431	\$ 517,830	\$ 1,633,151	\$ 1,580,224



# ADVANCING TOGETHER

FUNDING AND FINANCIAL SOLUTIONS, TODAY AND TOMORROW