

INTRODUCTION TO AMERICAN AGCREDIT



EXPERTS IN AGRICULTURAL FINANCE

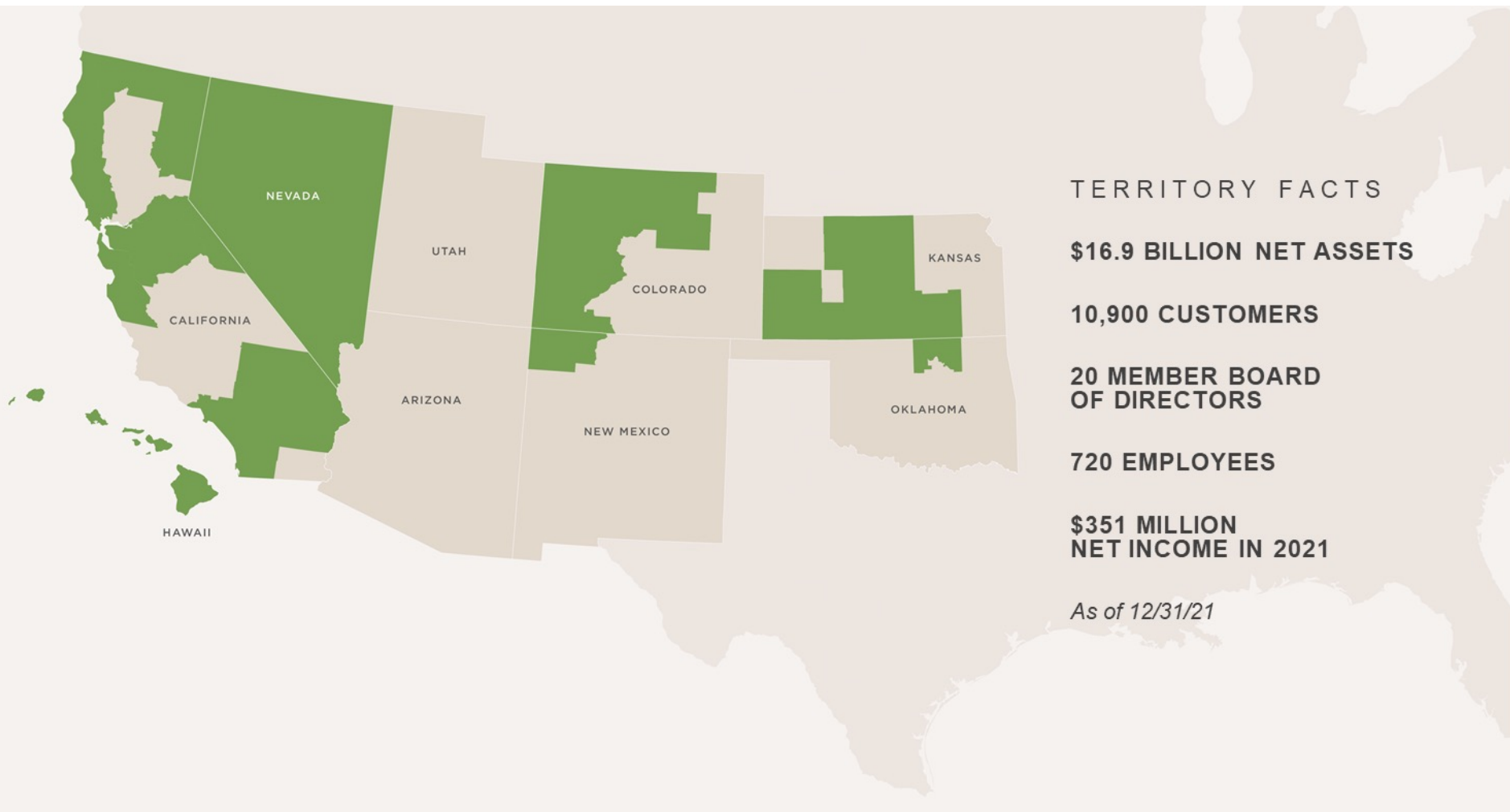


Serving all of agriculture

We are a leading provider of financing, insurance, treasury management and mission-driven program solutions, each customized to the unique needs of farmers and ranchers.

- We are a **cooperative** that supports agriculture with reliable, consistent credit and financial services for all segments of agriculture.
- We are a proud member of the **Farm Credit System** and the **4th largest association** in the nation in terms of assets.
- We have a **unique funding model** that allows us to structure loans with terms designed to match your operation's needs and cash flow.

AMERICAN AGCREDIT SNAPSHOT



FINANCIAL STRENGTH

Net income in 2021	\$351 Million
Cash patronage paid for 2021	\$163 Million
Return on average assets	2.34%
Total members' equity	\$2.6 Billion
Total capital ratio	12.98%

What this means for you:

Our key financial indicators demonstrate a stability and financial soundness that ensure we are positioned to support our customers for the long term.

Data as of 12/31/21

COMMODITY DIVERSITY

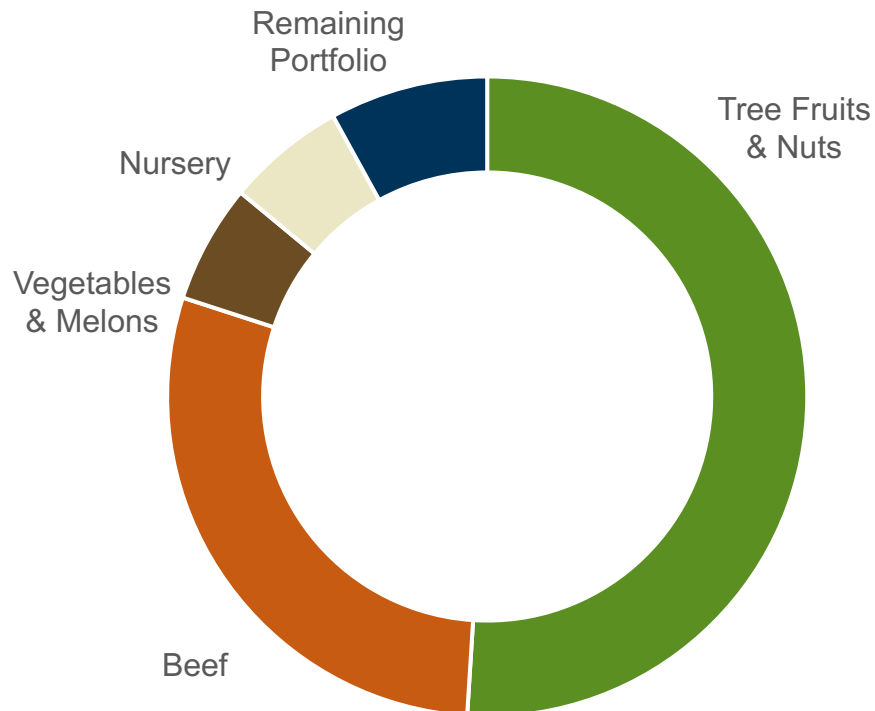


We maintain a diversified portfolio of commodities in order to:

- Withstand market pressure on any particular commodity and stick with customers through tough times
- Ensure we are in a position to pay out competitive cash patronage distributions

HAWAII – SNAPSHOT

COMMODITY PORTFOLIO



Data as of 4/30/22

KEY STATS

\$134 Million
Loan Volume

283
Customers served

319
Loans

\$1.1 Million
Patronage paid
out for 2021

FARM CREDIT SYSTEM FUNDING SOURCE

- The System's loan portfolio is funded by Debt Securities (Bonds) issued by the Federal Farm Credit Banks Funding Corporation (FCFC)
- FCFC Debt is rated AAA/P-1 by Moody's, AAA/F1+ by Fitch, and AA+/A-1+ by S&P
- The Farm Credit System is well capitalized, with a 17.3% permanent capital ratio (regulatory minimum is 7.0%)
- Collectively the System provides credit and related services to more than half a million Member Borrowers

What this means for you:

Our funding is provided by the issuance of bonds and is not tied to deposits, as with a traditional bank. This means we are able to offer extremely flexible solutions and long-term debt options with interest rates you won't find elsewhere.



THE BENEFITS OF OWNERSHIP

Unlike borrowing from a traditional bank, at American AgCredit you are a customer owner, and with that comes benefits you won't find elsewhere:

- **Cash Patronage:** Ownership allows you the opportunity to share in our earnings through our Cash Patronage Distribution program.
- **Voting:** Every voting stockholder gets to vote for Board and Nominating Committee members as well as changes to capitalization bylaws—effectively, you get to take part in leading the company in its future direction and mission to serve all of agriculture.
- **Board of Directors:** Any voting stockholder with a quality loan is eligible to sit on the 20-member Board of Directors, responsible for, among other things, establishing the strategic plan, overseeing the lending operations and selecting the chief executive officer.
- **Nominating Committee:** Comprised of an independent committee of voting stockholders specifically tasked with reviewing and nominating candidates for positions on the Board of Directors and the Nominating Committee.

OUR PATRONAGE HISTORY

1% CASH PATRONAGE DISTRIBUTION

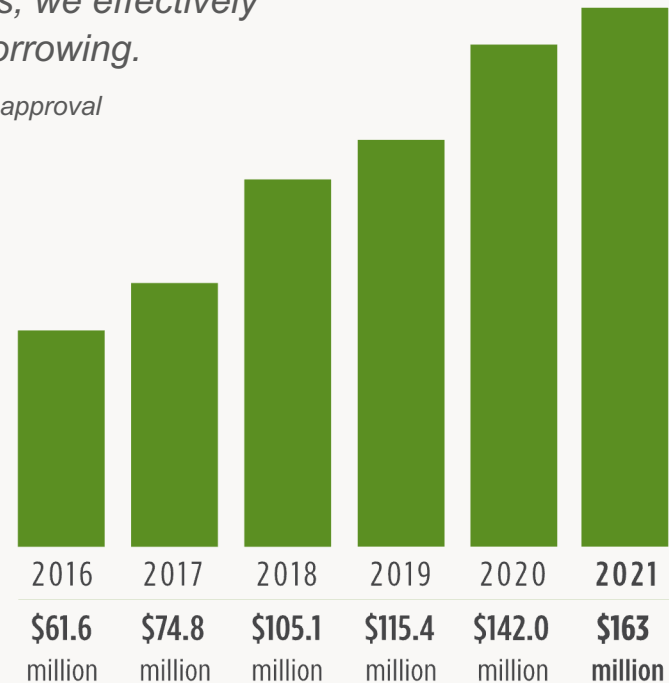


\$163 million paid back
to our borrowers
for 2021

As a customer owner, you get to share in the success of the company. We reward you with an annual cash patronage distribution.*

By sharing our profits, we effectively reduce the cost of borrowing.

**contingent on annual board approval*



WHY CHOOSE AMERICAN AGCREDIT

- **Unique funding source.**

Our funding is provided by the issuance of bonds rather than deposits, meaning we are able to offer extremely flexible solutions and debt options with interest rates you won't find elsewhere.

- **Exclusive dedication to agriculture.**

Our focus on agriculture alone means we not only offer financial expertise but a deep understanding of agriculture and a shared language with our customers.

- **Financial strength and soundness.**

Our commodity diversity and responsible financial stewardship mean we are able to weather agriculture's ups and downs and stand by our customers for the long term.

- **Cooperative structure.**

As members of the co-op, our customers receive dedicated service and benefits not found elsewhere, including eligibility for our Cash Patronage Distribution program.



CUSTOMER SOLUTIONS

OUR LOAN OPTIONS

Our flexible lending programs ensure we have a financial solution designed to help your business grow.

- Real estate purchases
- Vineyard and orchard development
- Packing and storage facilities
- Debt refinancing
- Livestock purchases and feed
- Production and processing equipment purchases
- Building repairs and improvements
- Water development, irrigation projects
- Operating expenses

Loan solutions tailored to your operation:

From mortgage products designed for land purchase to revolving lines of credit to cover the running of your business, we have loan solutions for every need.

Flexible term options and payment schedules:

We offer terms from 30 days to 30 years, providing an amortization schedule that suits your business, and repayment schedules that match your cash flow. Choose from monthly, semi-annual and annual payments, depending on what fits your operation.

OUR LEASING OPTIONS

Improve your cash flow and possibly obtain tax advantages by leasing:

- Facilities & buildings
- Solar projects
- Processing lines and equipment
- Vehicles (tractors, trailers, forklifts)
- Greenhouse systems
- Fruit bins
- Rolling stock
- Harvest equipment
- Cooling and drying equipment
- Wine barrels

Leasing programs:

- Conditional Sale and True lease structures, providing the option of depreciating the asset or expensing the lease payments
- Tax Pricing, used to buy down the rate on larger projects
- Dealer direct leasing and financing through AgDirect
- Programs ranging from Fleet Pricing to Delayed Payment and Construction Funding can deliver the right leasing option for your business

OUR INSURANCE OPTIONS

We have highly experienced agents and customizable insurance policies designed to help manage your risk and protect your operation.

- **Protect your investment** from adverse weather, bird and wildlife damage, diseases and pests, or protect your entire operation from income loss due to low yield, low prices or a combination of both.
- **Manage your risk** with federal insurance products including Whole Farm Revenue Protection (WFRP), livestock risk and gross margin protection, and many Named Peril Policy options.
- **Plan for the continuity** of your operation with term life and disability insurance through FCS Express.
- **Customize your policy** with the help of our licensed risk management specialists who focus solely on insurance.



THANK YOU