



## AgCountry Farm Credit Services, ACA

Quarterly Report  
September 30, 2022

### MANAGEMENT'S DISCUSSION AND ANALYSIS

The following commentary reviews the consolidated financial condition and consolidated results of operations of AgCountry Farm Credit Services, ACA and its subsidiaries, AgCountry Farm Credit Services, FLCA and AgCountry Farm Credit Services, PCA. This discussion should be read in conjunction with both the unaudited consolidated financial information and related notes included in this Quarterly Report as well as Management's Discussion and Analysis included in our Annual Report for the year ended December 31, 2021 (2021 Annual Report).

Due to the nature of our financial relationship with AgriBank, FCB (AgriBank), the financial condition and results of operations of AgriBank materially impact our members' investment. To request free copies of AgriBank financial reports or additional copies of our report, contact us at:

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### MERGER ACTIVITY

The merger between AgCountry Farm Credit Services, ACA (AgCountry) and Farm Credit Services of North Dakota, ACA (FCS ND) was effective January 1, 2022. The merged entity, AgCountry Farm Credit Services, ACA, is headquartered in Fargo, ND. The merged entity now serves over 25,000 customers in 82 counties in Minnesota, North Dakota, and Wisconsin, and has assets over \$11.7 billion.

The effects of the merger with FCS ND are included in our financial position, results of operations, equity, and related metrics beginning January 1, 2022. Prior year results have not been restated to reflect the impact of the merger. Upon the closing of the merger, assets increased by \$1.5 billion (including loans of \$1.4 billion), liabilities increased by \$1.1 billion, and members' equity increased by \$359.6 million. These amounts include adjustments to fair value, as required by accounting standards for business combinations.

The capital stock and participation certificates acquired from FCS ND are included within members' equity on the Consolidated Statements of Condition. Prior to June 30, 2022, FCS ND stock was transitioned to accounts receivable stock, consistent with our current policy. A contra receivable for the stock was established and included in the line item titled "Capital stock and participation certificates receivable". This change had no impact on the capital stock or participation certificates owned by the borrowers, and borrowers retain all rights afforded to them by the Farm Credit Act. In addition, while this change reduced our equity, it did not have a material impact on our capital ratios.

### FORWARD-LOOKING INFORMATION

Any forward-looking statements in this Quarterly Report are based on current expectations and are subject to uncertainty and changes in circumstances. Actual results may differ materially from expectations due to a number of risks and uncertainties. More information about these risks and uncertainties is contained in our 2021 Annual Report. We undertake no duty to update or revise any forward-looking statements, whether as a result of new information, future events, or otherwise.

### AGRICULTURAL AND ECONOMIC CONDITIONS

A combination of pervasive United States (U.S.) inflation, global unrest including the Russia-Ukraine conflict, and ongoing supply chain concerns have fueled volatility in the financial markets. U.S. Gross Domestic Product (GDP) met the general definition of a recession with decreases in the first two quarters of 2022, but other indicators such as employment, real income, and production offset GDP by remaining either flat or increasing. Future recession predictions range from none to significant, and timing is also subject to debate. Moody's is forecasting GDP growth of 1.3% and 0.6% in the third and fourth quarters of 2022, followed by 1.4% growth in 2023.

The Consumer Price Index (CPI) for all-items increased 8.3% for the 12 months ending August 2022, down slightly from June and July 2022. While food and fuel continue to be large contributors to the all-items index, the all-items index less food and energy increased more in August 2022 (0.6%) than the all-items index including food and energy. The Federal Open Market Committee (FOMC) has maintained its 2% inflation target and to that end is

aggressively increasing rates and reducing its balance sheet. In 2022, FOMC has increased the federal funds rate by 3.0% and predictions range from 0.75% to 1.25% for the remainder of the year.

The unemployment rate rose slightly to 3.7%, the number of unemployed increased to 6.0 million, and total nonfarm employment rose by 315,000 in August 2022. The economy, with an August 2022 labor participation rate of 62.4%, is very close to full employment which is defined as a 3.5% unemployment rate and 62.5% labor force participation rate. Maximizing employment is one of the Fed's two mandates; a strong labor market allows the Fed to focus on curbing inflation.

AgCountry monitors global, national, and local events, and assesses the impact of those events in relation to our customers and our cooperative as we fulfill our mission to serve agriculture and rural America. Despite the current volatile rate environment, AgCountry consistently helps customers succeed by providing constructive credit and financial services products.

AgCountry serves a broad range of commodities and agricultural industries across its three-state territory and participates with other Farm Credit associations in credit delivery across the Nation. The summaries below provide a high-level overview of conditions and outlook for the primary commodities in our local service area. See [www.agcountry.com/resources](http://www.agcountry.com/resources) for a more comprehensive discussion of current economic conditions and impact on commodities.

### Specific Production Conditions

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**Corn:** The third quarter of each year is a transition time for corn as the old crop year expires (August 31st) and the new crop year begins. Old crop supplies, timing of new crop harvest and export demand are all factored in, with the United States Department of Agriculture (USDA) releasing final ending stocks for the 2021 crop year on September 30, 2022. Ending stocks for 2021 were reported at 1.4 billion bushels; USDA's estimated ending stocks in the September World Agriculture Supply and Demand report (WASDE) were 1.5 billion bushels. USDA accounted for the difference by reducing the size of the 2021 corn crop to 176.7 bushels per acre. This lower carryout will also be factored into the October WASDE as a lower beginning stocks number for the 2022 balance sheet. Freight rates, the strength of the U.S. dollar, reported yields, and fall export demand will all be influential in the final calendar quarter of 2022.

**Soybeans:** Similar to corn, the crop year calendar ends on August 31, 2022, with the USDA providing a final ending stocks number through the quarterly grain stock report September 30, 2022. The USDA found 274 million bushels of soybeans in storage in the U.S. compared to an estimated 240 million bushels. The larger-than-expected carryout resulted in the USDA adjusting their estimated 2021 production number to 4.5 billion bushels, or a yield of 51.7 bushels per acre. As with corn, exports through the fall shipment season will be important and driven largely by Chinese crush demand. The South America planting season also begins during the fourth quarter and will be important in future market direction.

**Wheat:** Wheat prices have been steady to higher through the end of the third quarter of 2022. Quarterly grain stock reports from the USDA on September 30, 2022, reflect demand through the first quarter of the 2022 wheat crop year (which began June 1). USDA's Small Grain Summary, issued on September 30, 2022, reported wheat production below trade expectations, lending some late strength to the quarter. Production shortages were seen across the board with spring wheat down to 482 million bushels compared to 512 million previously and durum production at 64 million bushels compared to prior estimates of 74 million. U.S. dollar strength, exports, and the tone of the conflict between Ukraine and Russia remain factors along with the drought situation across the Great Plains.

**Sugar Beets:** World sugar prices weakened substantially through the third quarter of 2022 while U.S. prices remained more stable due to the tariff rate system in place for U.S. producers. Early concerns about the late planting in North Dakota and Minnesota have abated; preliminary production estimates indicate tonnage should be close to normal, leaving sugar content as the main variable. USDA WASDE reports in September 2022 tightened the estimated stocks-to-use ratio in comparison to August 2022 estimates but remain very close to what is currently estimated for 2021 ending stocks-to-use ratio.

**Dairy:** Class III Milk Futures remain higher on the year but have eased from the mid-year peak. Profitable milk prices have resulted in dairy herd expansion which is showing up in the USDA's milk production estimates. The September WASDE report showed annual production estimates of 226.5 billion pounds for 2022 rising to 228.8 billion pounds in 2023. General price direction of overall markets remains soft from 2022 to 2023. The all-milk price from the USDA was \$25.45 for 2022, sliding to \$22.70 for 2023, although both remain well above the levels seen in 2020 and 2021.

**Biofuels:** Ethanol prices through the end of third quarter remained higher on the year but off the mid-year peak. Ethanol prices fluctuate in a manner similar to other energies and remain sensitive to political factors. Plant profitability is challenged by high natural gas and corn costs. Mature plants are expected to continue operating under normal conditions in the short term.

Biodiesel prices have risen in a similar fashion, although no futures market is available. Biodiesel prices as reported through the Iowa State University Center for Agricultural and Rural Development reflect a price increase in biodiesel of 30.7% year to date, similar to the increase in price seen in Ultra Low Sulfur diesel futures. Returns over operating costs remained historically strong with the average U.S. biodiesel plant ending the quarter with 51 cents per gallon over operating costs.

### LOAN PORTFOLIO

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#### Loan Portfolio

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Total loans were \$11.2 billion at September 30, 2022, an increase of \$2.1 billion from December 31, 2021. The increase was primarily due to the merger with FCS ND, which added approximately \$1.4 billion to the loan portfolio.

## Portfolio Credit Quality

The credit quality of our portfolio remained stable from December 31, 2021. Adversely classified loans were 1.4% of the portfolio at September 30, 2022, and December 31, 2021. Adversely classified loans are loans we have identified as showing some credit weakness according to our credit standards. We have considered portfolio credit quality in assessing the reasonableness of our allowance for loan losses.

In certain circumstances, the Federal Agricultural Mortgage Corporation and other government agency guarantee programs are used to reduce the risk of loss. At September 30, 2022, \$346.8 million of our loans were substantially guaranteed under these government programs.

## Risk Assets

### Components of Risk Assets

(dollars in thousands)	September 30, 2022	December 31, 2021
As of:		
Loans:		
Nonaccrual	\$ 26,320	\$ 11,375
Accruing restructured	4,426	2,322
Accruing loans 90 days or more past due	79	1,427
Total risk loans	30,825	15,124
Other property owned	--	--
Total risk assets	\$ 30,825	\$ 15,124
Total risk loans as a percentage of total loans	0.3%	0.2%
Nonaccrual loans as a percentage of total loans	0.2%	0.1%
Current nonaccrual loans as a percentage of total nonaccrual loans	86.1%	56.8%
Total delinquencies as a percentage of total loans	0.1%	0.1%

Note: Accruing loans include accrued interest receivable.

Our risk assets have increased from December 31, 2021 but have remained at acceptable levels. Despite the increase in risk assets, total risk loans as a percentage of total loans were well within our established risk management guidelines.

The increase in nonaccrual loans was primarily due to moving a loan to nonaccrual. Nonaccrual loans remained at an acceptable level at September 30, 2022, and December 31, 2021.

Our accounting policy requires loans 90 days or more past due to be transferred into nonaccrual status unless adequately secured and in the process of collection. Based on our analysis, accruing loans 90 days or more past due were eligible to remain in accruing status.

## Allowance for Loan Losses

The allowance for loan losses is an estimate of losses on loans inherent in our portfolio as of the financial statement date. We determine the appropriate level of allowance for loan losses based on periodic evaluation of factors such as loan loss history, estimated probability of default, estimated loss severity, portfolio quality, and current economic and environmental conditions.

### Allowance Coverage Ratios

As of:	September 30, 2022	December 31, 2021
Allowance as a percentage of:		
Loans	0.3%	0.3%
Nonaccrual loans	107.9%	201.7%
Total risk loans	92.1%	151.7%

In our opinion, the allowance for loan losses was reasonable in relation to the risk in our loan portfolio at September 30, 2022.

## RESULTS OF OPERATIONS

### Profitability Information

(dollars in thousands)	2022	2021
For the nine months ended September 30		
Net income	\$ 143,173	\$ 125,359
Return on average assets	1.7%	1.9%
Return on average members' equity	7.9%	8.6%

Changes presented in the profitability information chart relate directly to:

- Changes in income discussed in this section
- Changes in assets discussed in the Loan Portfolio section
- Changes in capital discussed in the Funding, Liquidity, and Capital section

**Changes in Significant Components of Net Income**

(in thousands)			Increase (decrease) in net income
For the nine months ended September 30	2022	2021	
Net interest income	\$ 203,671	\$ 156,883	\$ 46,788
Provision for credit losses	2,736	805	(1,931)
Non-interest income	74,249	68,224	6,025
Non-interest expense	129,409	98,009	(31,400)
Provision for income taxes	2,602	934	(1,668)
Net income	<u>\$ 143,173</u>	<u>\$ 125,359</u>	<u>\$ 17,814</u>

**Net Interest Income**

**Changes in Net Interest Income**

(in thousands)		
For the nine months ended September 30	2022 vs 2021	
Changes in volume	\$	42,335
Changes in interest rates		4,602
Changes in nonaccrual income and other		(149)
Net change	<u>\$</u>	<u>46,788</u>

The increase in net interest income was primarily due to increased loan volume as a result of the merger with FCS ND and growth in the portfolio.

**Non-Interest Expense**

The change in non-interest expense was primarily due to increases in operating expenses due to the merger and are consistent with forecasts for the merged entity.

The Farm Credit System insurance expense increased in 2022 primarily due to a higher premium rate charged by the Farm Credit System Insurance Corporation (FCSIC) on accrual loans. The premium rate, which is primarily impacted by System growth, was 20 basis points for the nine months ended September 30, 2022, compared to 16 basis points for the same period in 2021. The FCSIC Board meets periodically throughout the year to review premium rates and has the ability to change these rates at any time.

**FUNDING, LIQUIDITY, AND CAPITAL**

We borrow from AgriBank, under a note payable, in the form of a line of credit. Our note payable is scheduled to mature on December 31, 2024. We intend to renegotiate the note payable no later than the maturity date. The repricing attributes of our line of credit generally correspond to the repricing attributes of our loan portfolio, which significantly reduces our market interest rate risk. Due to the cooperative structure of the Farm Credit System and as we are a stockholder of AgriBank, we expect this borrowing relationship to continue into the foreseeable future. Our other source of lendable funds is from equity.

The components of cost of funds associated with our note payable include:

- A marginal cost of debt component
- A spread component, which includes cost of servicing, cost of liquidity, and bank profit
- A risk premium component, if applicable

We were not subject to a risk premium at September 30, 2022, or December 31, 2021.

Total members' equity increased \$437.9 million from December 31, 2021, due to capital of \$359.6 million acquired through the merger with FCS ND and net income for the period reduced by patronage accruals.

The Farm Credit Administration (FCA) Regulations require us to maintain minimums for our common equity tier 1, tier 1 capital, total capital, and permanent capital risk-based capital ratios. In addition, the FCA requires us to maintain minimums for our non-risk-adjusted ratios of tier 1 leverage and unallocated retained earnings and equivalents leverage. Refer to Note 6 in our 2021 Annual Report for a more complete description of these ratios. Effective January 1, 2022, the FCA regulations slightly modified the calculation of the unallocated retained earnings and equivalents leverage ratio to include certain additional deductions. The modification did not have a material impact on this ratio.

**Regulatory Capital Requirements and Ratios**

As of:	September 30, 2022	December 31, 2021	Regulatory Minimums	Capital Conservation Buffer	Total
Risk-adjusted:					
Common equity tier 1 ratio	16.8%	17.6%	4.5%	2.5%	7.0%
Tier 1 capital ratio	16.8%	17.6%	6.0%	2.5%	8.5%
Total capital ratio	17.0%	17.9%	8.0%	2.5%	10.5%
Permanent capital ratio	16.8%	17.7%	7.0%	N/A	7.0%
Non-risk-adjusted:					
Tier 1 leverage ratio	19.3%	20.3%	4.0%	1.0%	5.0%
Unallocated retained earnings and equivalents leverage ratio	19.3%	21.6%	1.5%	N/A	1.5%

Capital ratios are directly impacted by the changes in capital, as more fully explained in this section, the changes in assets, as discussed in the Loan Portfolio section, and off-balance sheet commitments, as disclosed in Note 10 in our 2021 Annual Report.

**CERTIFICATION**

The undersigned have reviewed the September 30, 2022, Quarterly Report of AgCountry Farm Credit Services, ACA, which has been prepared under the oversight of the Audit Committee and in accordance with all applicable statutory or regulatory requirements. The information contained herein is true, accurate, and complete to the best of our knowledge and belief.



Greg Sabolik  
Board Chair  
AgCountry Farm Credit Services, ACA



Marcus L. Knisely  
President and Chief Executive Officer  
AgCountry Farm Credit Services, ACA



Rebecca A. Thibert  
Chief Financial Officer  
AgCountry Farm Credit Services, ACA

November 4, 2022

# CONSOLIDATED STATEMENTS OF CONDITION

AgCountry Farm Credit Services, ACA

(in thousands)

(Unaudited)

As of:	September 30, 2022	December 31, 2021
<b>ASSETS</b>		
Loans	\$ 11,163,903	\$ 9,103,774
Allowance for loan losses	28,391	22,946
Net loans	11,135,512	9,080,828
Investment in AgriBank, FCB	295,684	227,709
Accrued interest receivable	132,830	80,619
Premises and equipment, net	48,549	35,783
Other assets	130,443	108,393
<b>Total assets</b>	<b>\$ 11,743,018</b>	<b>\$ 9,533,332</b>
<b>LIABILITIES</b>		
Note payable to AgriBank, FCB	\$ 9,119,061	\$ 7,379,556
Accrued interest payable	51,393	20,097
Deferred tax liabilities, net	3,543	1,889
Patronage distribution payable	64,125	67,500
Other liabilities	54,406	51,664
<b>Total liabilities</b>	<b>9,292,528</b>	<b>7,520,706</b>
Contingencies and commitments (Note 3)		
<b>MEMBERS' EQUITY</b>		
Capital stock and participation certificates	13,290	11,755
Capital stock and participation certificates receivable	(13,290)	(11,755)
Additional paid-in capital	662,638	304,385
Unallocated surplus	1,797,403	1,718,268
Accumulated other comprehensive loss	(9,551)	(10,027)
<b>Total members' equity</b>	<b>2,450,490</b>	<b>2,012,626</b>
<b>Total liabilities and members' equity</b>	<b>\$ 11,743,018</b>	<b>\$ 9,533,332</b>

The accompanying notes are an integral part of these Consolidated Financial Statements.

# CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME

AgCountry Farm Credit Services, ACA

(in thousands)

(Unaudited)

For the period ended September 30	Three Months Ended		Nine Months Ended	
	2022	2021	2022	2021
<b>Interest income</b>	\$ 122,771	\$ 72,529	\$ 311,754	\$ 217,237
<b>Interest expense</b>	51,598	20,016	108,083	60,354
Net interest income	71,173	52,513	203,671	156,883
<b>Provision for credit losses</b>	3,885	293	2,736	805
Net interest income after provision for credit losses	67,288	52,220	200,935	156,078
<b>Non-interest income</b>				
Patronage income	15,374	11,446	41,952	34,992
Financially related services income	15,487	10,927	22,843	18,399
Fee income	3,224	2,967	9,064	14,677
Other non-interest income	94	--	390	156
Total non-interest income	34,179	25,340	74,249	68,224
<b>Non-interest expense</b>				
Salaries and employee benefits	24,718	20,738	73,653	57,761
Other operating expense	18,149	13,811	53,548	40,006
Other non-interest expense	929	187	2,208	242
Total non-interest expense	43,796	34,736	129,409	98,009
Income before income taxes	57,671	42,824	145,775	126,293
<b>Provision for income taxes</b>	916	435	2,602	934
Net income	\$ 56,755	\$ 42,389	\$ 143,173	\$ 125,359
<b>Other comprehensive income</b>				
Employee benefit plans activity	\$ 313	\$ 245	\$ 943	\$ 736
Total other comprehensive income	313	245	943	736
Comprehensive income	\$ 57,068	\$ 42,634	\$ 144,116	\$ 126,095

The accompanying notes are an integral part of these Consolidated Financial Statements.

## CONSOLIDATED STATEMENTS OF CHANGES IN MEMBERS' EQUITY

AgCountry Farm Credit Services, ACA

(in thousands)

(Unaudited)

	Capital Stock and Participation Certificates and Receivable, Net	Additional Paid-in Capital	Unallocated Surplus	Accumulated Other Comprehensive Loss	Total Members' Equity
Balance at December 31, 2020	\$ --	\$ 304,385	\$ 1,608,312	\$ (9,662)	\$ 1,903,035
Net income	--	--	125,359	--	125,359
Other comprehensive income	--	--	--	736	736
Unallocated surplus designated for patronage distributions	--	--	(51,750)	--	(51,750)
Capital stock and participation certificates issued	639	--	--	--	639
Capital stock and participation certificates retired	(846)	--	--	--	(846)
Reductions to capital stock and participation certificates receivable, net	207	--	--	--	207
<b>Balance at September 30, 2021</b>	<b>\$ --</b>	<b>\$ 304,385</b>	<b>\$ 1,681,921</b>	<b>\$ (8,926)</b>	<b>\$ 1,977,380</b>
Balance at December 31, 2021	\$ --	\$ 304,385	\$ 1,718,268	\$ (10,027)	\$ 2,012,626
Adjustments due to merger	1,817	358,253	--	(467)	359,603
Net income	--	--	143,173	--	143,173
Other comprehensive income	--	--	--	943	943
Unallocated surplus designated for patronage distributions	--	--	(64,038)	--	(64,038)
Capital stock and participation certificates issued	564	--	--	--	564
Capital stock and participation certificates retired	(844)	--	--	--	(844)
Additions to capital stock and participation certificates receivable, net	(1,537)	--	--	--	(1,537)
<b>Balance at September 30, 2022</b>	<b>\$ --</b>	<b>\$ 662,638</b>	<b>\$ 1,797,403</b>	<b>\$ (9,551)</b>	<b>\$ 2,450,490</b>

The accompanying notes are an integral part of these Consolidated Financial Statements.



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## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

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### NOTE 1: ORGANIZATION AND SIGNIFICANT ACCOUNTING POLICIES

The accompanying unaudited Consolidated Financial Statements contain all adjustments necessary for a fair presentation of the interim financial information and conform to generally accepted accounting principles in the United States of America (GAAP) and the prevailing practices within the financial services industry. This interim Quarterly Report is prepared based upon statutory and regulatory requirements and in accordance with GAAP. However, certain disclosures required by GAAP are omitted. The results of the nine months ended September 30, 2022, are not necessarily indicative of the results to be expected for the year ending December 31, 2022. The interim financial statements and the related notes in this Quarterly Report should be read in conjunction with the Consolidated Financial Statements and related notes included in our Annual Report for the year ended December 31, 2021 (2021 Annual Report).

#### Merger Activity

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Effective January 1, 2022, Farm Credit Services of North Dakota, ACA (FCS ND) merged into AgCountry Farm Credit Services, ACA (AgCountry). AgCountry acquired 100% of the assets and liabilities of FCS ND. The merged Association, AgCountry Farm Credit Services, ACA, is headquartered in Fargo, ND. The primary reason for the merger was to strategically position the associations to best serve member needs, now and in the future. The effects of the merger are included in the merged Association's results of operations, statement of condition, average balances, and related metrics beginning January 1, 2022.

The acquisition method of accounting requires the financial statement presentation of combined balances as of the date of merger, but not for previous periods. The Consolidated Statements of Condition reflect the merged balances as of September 30, 2022. The Consolidated Statements of Comprehensive Income and the Consolidated Statements of Changes in Members' Equity reflect the results of the merged Association after January 1, 2022, and AgCountry prior to January 1, 2022. Information in the Notes to the Consolidated Financial Statements for 2022 reflect balances of the merged Association.

As cooperative organizations, Farm Credit associations operate for the mutual benefit of their members and other customers and not for the benefit of equity investors. As such, capital stock provides no significant interest in corporate earnings or growth. Specifically, due to restrictions in applicable regulations and the bylaws, the associations can issue stock only at its par value of \$5 per share, the stock is not tradable, and the stock can be retired only for the lesser of par value or book value. The shares of FCS ND stock were converted in the merger into shares of AgCountry stock with identical rights and attributes. For this reason, the conversion of FCS ND stock pursuant to the merger occurred at a one-for-one exchange ratio (i.e., each FCS ND share was converted into one share of AgCountry stock with an equal par value).

The capital stock and participation certificates acquired from FCS ND are included within members' equity on the Consolidated Statements of Condition. Prior to June 30, 2022, FCS ND stock was transitioned to accounts receivable stock, consistent with our current policy. A contra receivable for the stock was established and included in the line item titled "Capital stock and participation certificates receivable". This change had no impact on the capital stock or participation certificates owned by the borrowers, and borrowers retain all rights afforded to them by the Farm Credit Act. In addition, while this change reduced our equity, it did not have a material impact on our capital ratios.

Management believes that because the stock in each association is fixed in value (although subject to impairment), the AgCountry stock issued pursuant to the merger provided no basis for estimating the fair value of the consideration transferred pursuant to the merger. In the absence of a purchase price determination, AgCountry undertook a process to estimate the acquisition-date fair value of FCS ND's equity interests instead of the acquisition-date fair value of AgCountry's equity interests transferred as consideration. The fair value of the assets acquired, including specific intangible assets and liabilities assumed from FCS ND, were measured based on various estimates using assumptions that management believes are reasonable and using information available as of the merger date. Use of different estimates and judgments could yield materially different results.

The merger was accounted for as a business combination under the acquisition method of accounting. Pursuant to these rules, AgCountry acquired the assets and assumed the liabilities of FCS ND at their acquisition-date fair value. The fair value of the net identifiable assets acquired (\$359.6 million) was substantially equal to the fair value of the equity interest exchanged in the merger. In addition, no material amounts of intangible assets were acquired. As a result, no goodwill was recorded. A net increase of \$359.6 million was recorded in members' equity related to the merger.

The following condensed statement of net assets acquired reflects the fair value assigned to FCS ND's net assets as of the acquisition date. There were no subsequent changes to the initial fair value measurements since the merger.

<b>Condensed Statement of Net Assets Acquired</b>	
(in thousands)	
As of January 1, 2022	North Dakota
<b>Assets</b>	
Net loans	\$ 1,384,102
Accrued interest receivable	14,824
Other assets	57,300
Total assets	<u>\$ 1,456,226</u>
<b>Liabilities</b>	
Notes payable	\$ 1,079,753
Accrued interest payable	2,148
Other liabilities	14,722
Total liabilities	<u>\$ 1,096,623</u>
Fair value of net assets acquired	<u>\$ 359,603</u>

Fair value adjustments to FCS ND's assets and liabilities included a \$4.7 million decrease to loans and a \$3.6 million decrease to notes payable to reflect credit discounts, changes in interest rates, and other market conditions since the time these instruments were issued. These differences are being accreted or amortized into net interest income over the remaining life of the loan portfolio and debt instruments. The Association expects to collect the majority of the contractual amounts of the acquired loans not considered to be purchased credit-impaired, which totaled \$1.4 billion at January 1, 2022. Refer to Note 2 in our 2021 Annual Report for further discussion on purchased credit-impaired loans.

#### Principles of Consolidation

The Consolidated Financial Statements present the consolidated financial results of AgCountry Farm Credit Services, ACA and its subsidiaries AgCountry Farm Credit Services, FLCA and AgCountry Farm Credit Services, PCA. All material intercompany transactions and balances have been eliminated in consolidation.

#### Recently Issued or Adopted Accounting Pronouncements

We have assessed the potential impact of accounting standards that have been issued by the Financial Accounting Standards Board (FASB) and have determined the following standards to be applicable to our business. While we are a nonpublic entity, our financial results are closely related to the performance of the combined Farm Credit System. Therefore, we typically adopt accounting pronouncements in alignment with other System institutions.

Standard and effective date	Description	Adoption status and financial statement impact
In June 2016, the FASB issued Accounting Standards Update (ASU) 2016-13 "Financial Instruments - Credit Losses (Topic 326): Measurement of Credit Losses on Financial Instruments." The guidance was originally effective for non-U.S. Securities Exchange Commission filers for the first quarter of 2021. In November 2019, the FASB issued ASU 2019-10 that amended the mandatory effective date for this guidance for certain institutions. We have determined we qualify for the deferral of the mandatory effective date. As a result of the change, the standard is effective for the first quarter of 2023 and early adoption is permitted.	The guidance replaces the current incurred loss impairment methodology with a methodology that reflects expected credit losses and requires consideration of a broader range of reasonable and supportable information to inform credit loss estimates.	We expect to adopt the standard as of January 1, 2023. We have completed development and validation of our model to estimate credit losses for our loan portfolio. The implementation of processes, procedures, internal controls, and policy updates are substantially complete. We are also in the process of drafting disclosures. The extent of the impact on our financial statements will depend on economic conditions, forecasts and the composition of our loan portfolio at the time of adoption.
In March 2022, the FASB issued ASU 2022-02 "Financial Instruments - Credit Losses (Topic 326): Troubled Debt Restructurings and Vintage Disclosures." The guidance is effective at the same time that ASU 2016-13 is adopted.	This guidance eliminates the accounting guidance for troubled debt restructurings by creditors in Subtopic 310-40, Receivables - Troubled Debt Restructurings by Creditors, while enhancing disclosure requirements for certain loan refinancings and restructurings.	We intend to adopt the standard concurrently with the adoption of ASU 2016-13 as amended. The adoption of this guidance is not expected to have a material impact on our financial statements, but will modify certain disclosures required under ASU 2016-13.

## NOTE 2: LOANS AND ALLOWANCE FOR LOAN LOSSES

As a result of the merger we acquired \$1.4 billion in loans, of which 94.4% were categorized as having acceptable credit quality and 99.8% were current in payment status. A portion of the acquired loans were considered to be credit-impaired. However, they are not significant to the Consolidated Financial Statements as a whole.

### Loans by Type

(dollars in thousands)

As of:	September 30, 2022		December 31, 2021	
	Amount	%	Amount	%
Real estate mortgage	\$ 4,582,375	41.1%	\$ 3,936,204	43.2%
Production and intermediate-term	2,326,973	20.8%	2,106,315	23.1%
Agribusiness	3,027,808	27.1%	2,254,031	24.8%
Other	1,226,747	11.0%	807,224	8.9%
Total	\$ 11,163,903	100.0%	\$ 9,103,774	100.0%

The other category is primarily composed of rural infrastructure related loans.

### Delinquency

#### Aging Analysis of Loans

(in thousands) As of September 30, 2022	30-89 Days Past Due		90 Days or More Past Due		Total		Not Past Due or Less than 30 Days Past Due		Accruing Loans 90 Days or More Past Due	
	Past Due	Past Due	Past Due	Past Due	Days Past Due	Total	Days Past Due	Total	More Past Due	More Past Due
Real estate mortgage	\$ 1,161	\$ 2,227	\$ 3,388	\$ 4,660,559	\$ 4,663,947	\$ --				
Production and intermediate-term	635	1,501	2,136	2,361,465	2,363,601	79				
Agribusiness	4,575	--	4,575	3,034,692	3,039,267	--				
Other	--	--	--	1,229,918	1,229,918	--				
Total	\$ 6,371	\$ 3,728	\$ 10,099	\$ 11,286,634	\$ 11,296,733	\$ 79				

As of December 31, 2021	30-89 Days Past Due		90 Days or More Past Due		Total		Not Past Due or Less than 30 Days Past Due		Accruing Loans 90 Days or More Past Due	
	Past Due	Past Due	Past Due	Past Due	Days Past Due	Total	Days Past Due	Total	More Past Due	More Past Due
Real estate mortgage	\$ 2,058	\$ 4,285	\$ 6,343	\$ 3,979,664	\$ 3,986,007	\$ 1,427				
Production and intermediate-term	893	1,757	2,650	2,127,670	2,130,320	--				
Agribusiness	1,116	--	1,116	2,258,714	2,259,830	--				
Other	--	--	--	808,236	808,236	--				
Total	\$ 4,067	\$ 6,042	\$ 10,109	\$ 9,174,284	\$ 9,184,393	\$ 1,427				

Note: Accruing loans include accrued interest receivable.

### Risk Loans

Risk loans are loans for which it is probable that all principal and interest will not be collected according to the contractual terms.

#### Risk Loan Information

(in thousands) As of:	September 30, 2022	December 31, 2021
Volume with specific allowance	\$ 17,946	\$ 3,897
Volume without specific allowance	12,879	11,227
Total risk loans	\$ 30,825	\$ 15,124
Total specific allowance	\$ 3,996	\$ 1,322
For the nine months ended September 30	2022	2021
Income on accrual risk loans	\$ 199	\$ 226
Income on nonaccrual loans	473	622
Total income on risk loans	\$ 672	\$ 848
Average risk loans	\$ 18,396	\$ 17,151

Note: Accruing loans include accrued interest receivable.

We had no material commitments to lend additional money to borrowers whose loans were classified as risk loans at September 30, 2022.

## Troubled Debt Restructurings (TDRs)

In situations where, for economic or legal reasons related to the borrower's financial difficulties, we grant a concession for other than an insignificant period of time to the borrower that we would not otherwise consider, the related loan is classified as a TDR, also known as a formally restructured loan for regulatory purposes. A concession is generally granted to minimize economic loss and avoid foreclosure. Concessions vary by program and borrower and may include interest rate reductions, term extensions, payment deferrals, or an acceptance of additional collateral in lieu of payments. In limited circumstances, principal may be forgiven. Loans classified as TDRs are considered risk loans. All risk loans are analyzed within our allowance for loan losses. We record a specific allowance to reduce the carrying amount of the restructured loan to the lower of book value or net realizable value of collateral. There may be modifications made in the normal course of business that would not be considered TDRs.

### TDR Activity

(in thousands)

Nine months ended September 30

	2022		2021	
	Pre-modification	Post-modification	Pre-modification	Post-modification
Real estate mortgage	\$ 2,321	\$ 2,336	\$ 1,856	\$ 1,856
Production and intermediate-term	566	566	1,081	1,081
Total	\$ 2,887	\$ 2,902	\$ 2,937	\$ 2,937

Pre-modification represents the outstanding recorded investment of the loan just prior to restructuring and post-modification represents the outstanding recorded investment of the loan immediately following the restructuring. The recorded investment is the unpaid principal amount of the receivable increased or decreased by applicable accrued interest and unamortized premium, discount, finance charges, acquisition costs, and unamortized adjustments to fair value on loans acquired through merger and may also reflect a previous direct charge-off of the investment.

The primary types of modification included interest rate reduction below market and deferral of principal.

There were no TDRs that defaulted during the nine months ended September 30, 2022, or 2021, in which the modification was within twelve months of the respective reporting period.

### TDRs Outstanding

(in thousands)

As of:	September 30, 2022	December 31, 2021
Accrual status:		
Real estate mortgage	\$ 4,392	\$ 1,205
Production and intermediate-term	34	1,117
Agribusiness	--	--
Total TDRs in accrual status	\$ 4,426	\$ 2,322
Nonaccrual status:		
Real estate mortgage	\$ 1,223	\$ 1,287
Production and intermediate-term	648	161
Agribusiness	766	770
Total TDRs in nonaccrual status	\$ 2,637	\$ 2,218
Total TDRs:		
Real estate mortgage	\$ 5,615	\$ 2,492
Production and intermediate-term	682	1,278
Agribusiness	766	770
Total TDRs	\$ 7,063	\$ 4,540

There were no commitments to lend to borrowers whose loans have been modified in a TDR at September 30, 2022.

## Allowance for Loan Losses

### Changes in Allowance for Loan Losses

(in thousands)

Nine months ended September 30

	2022	2021
Balance at beginning of period	\$ 22,946	\$ 22,344
Provision for loan losses	5,400	429
Loan recoveries	48	14
Loan charge-offs	(3)	(1)
Balance at end of period	\$ 28,391	\$ 22,786

The "Provision for credit losses" in the Consolidated Statements of Comprehensive Income includes a provision for loan losses as presented in the previous chart, as well as (reversal of) provision for credit losses on unfunded commitments. The accrued credit losses on unfunded commitments are recorded in "Other liabilities" in the Consolidated Statements of Condition. Typically, accrued credit losses are relieved and replaced with an allowance for loan loss as the related commitments are funded.

**Credit Loss Information on Unfunded Commitments**

(in thousands)			
For the nine months ended September 30		2022	2021
(Reversal of) provision for credit losses	\$	(2,664)	\$ 376
		<b>September 30,</b>	December 31,
As of:		<b>2022</b>	<b>2021</b>
Accrued credit losses	\$	1,658	\$ 4,322

**NOTE 3: CONTINGENCIES AND COMMITMENTS**

In the normal course of business, we have various contingent liabilities and commitments outstanding, primarily commitments to extend credit, which may not be reflected in the Consolidated Financial Statements. We do not anticipate any material losses because of these contingencies or commitments.

We may be named as a defendant in certain lawsuits or legal actions in the normal course of business. At the date of these Consolidated Financial Statements, our management team was not aware of any material actions. However, management cannot ensure that such actions or other contingencies will not arise in the future.

Refer to Note 10 in our 2021 Annual Report for additional detail regarding contingencies and commitments.

**NOTE 4: FAIR VALUE MEASUREMENTS**

Fair value is defined as the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date in the principal or most advantageous market for the asset or liability. Accounting guidance also establishes a fair value hierarchy, with three input levels that may be used to measure fair value. Refer to Note 2 in our 2021 Annual Report for a more complete description of the three input levels.

We did not have any assets or liabilities measured at fair value on a recurring basis at September 30, 2022, or December 31, 2021.

**Non-Recurring Basis**

We may be required, from time to time, to measure certain assets at fair value on a non-recurring basis.

**Assets Measured at Fair Value on a Non-Recurring Basis**

(in thousands)				
As of September 30, 2022	Fair Value Measurement Using			Total Fair Value
	Level 1	Level 2	Level 3	
Impaired loans	\$ --	\$ --	\$ 14,648	\$ 14,648
As of December 31, 2021				
As of December 31, 2021	Fair Value Measurement Using			Total Fair Value
	Level 1	Level 2	Level 3	
Impaired loans	\$ --	\$ --	\$ 2,704	\$ 2,704

**Valuation Techniques**

**Impaired Loans:** Represents the carrying amount of loans which were evaluated for individual impairment based on the appraised value of the underlying collateral. When the value of the collateral, less estimated costs to sell, is less than the principal balance of the loan, a specific reserve is established. Costs to sell represent transaction costs and are not included as a component of the asset's fair value. If the process uses observable market-based information, they are classified as Level 2. If the process requires significant input based on management's knowledge of and judgment about current market conditions, specific issues relating to the collateral and other matters, they are classified as Level 3.

**NOTE 5: SUBSEQUENT EVENTS**

We have evaluated subsequent events through November 4, 2022, which is the date the Consolidated Financial Statements were available to be issued. There have been no material subsequent events that would require recognition in our Quarterly Report or disclosure in the Notes to Consolidated Financial Statements.