



## AgCountry Farm Credit Services, ACA

Quarterly Report  
March 31, 2023

### 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, 2022 (2022 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:

AgCountry Farm Credit Services, ACA  
Post Office Box 6020  
Fargo, ND 58108-6020  
(855) 402-7849  
[www.agcountry.com](http://www.agcountry.com)

AgriBank, FCB  
30 East 7<sup>th</sup> Street, Suite 1600  
St. Paul, MN 55101  
(651) 282-8800  
[www.AgriBank.com](http://www.AgriBank.com)  
[FinancialReporting@AgriBank.com](mailto:FinancialReporting@AgriBank.com)

### 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 2022 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

The Russia-Ukraine conflict reached the one-year mark in February 2023, supply chain disruption continues to fuel inflation, and liquidity challenges at a handful of banks added to volatility in the financial markets. After aggressively increasing interest rates throughout 2022, the Federal Open Market Committee slowed its pace with a 0.25% increase in March 2023, down from the 0.50% anticipated earlier in the year. The Federal Reserve remains steadfast in its commitment to curb inflation and reduce it to their 2.0% target. The federal funds rate has increased a total of 4.75% over the last fifteen months, with increases anticipated in the second quarter to be followed by slight easing in the fourth quarter. The potential for a recession continues with no clear market signals; while an inverted yield curve has historically been followed by recession, the yield curve has been inverted for the last twelve months without triggering a recession. The Federal Reserve expects fallout from the bank liquidity crisis to tilt the economy toward recession later this year with recovery over a two-year period.

The Consumer Price Index (CPI) for all items increased 6.0% for the last 12 months, representing another decrease in the 12-month measure. Energy and food appear to be flattening or decreasing as drivers of the CPI, while shelter was the largest contributor to the monthly all items increase for February 2023 and March 2023. Inflation is expected to continue slowing as the impact of federal monetary policy is felt across the economy.

The unemployment rate remained at 3.5% and the number of unemployed remained at 5.7 – 5.8 million while total nonfarm employment rose by 236,000 jobs in March 2023. The number of unemployed remains at the same level as the number of unemployed in February 2020. Moody's Analytics expects the unemployment rate to remain at 3.5% throughout most of 2023 before increasing at the end of the year and peaking at 4.0% in 2024.

AgCountry pays close attention to global, national, and local events, and assesses the impact of those events on 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 institutions 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

**Corn:** Corn markets were high until mid-February 2023 when the United States Department of Agriculture (USDA) Grain and Oilseeds Outlook estimated increases in corn acreages and ending stocks. The market spiraled downward, then corrected mid-March 2023 as United States (U.S.) corn exports increased due to quality issues with grain coming from Ukraine.

**Soybeans:** Extreme drought in Argentina, Brazil's record soybean production, and heightened fundamental selling due to the economic banking crisis created a volatile market for soybeans during the first quarter of 2023. The March Quarterly Grain Stocks and Prospective Plantings report fueled the market with expectations that were 700,000 acres below the pre-report trade estimate.

**Wheat:** The USDA estimates a 3.7 million acre increase in all wheat planting compared to last year, taking wheat markets to contract lows. Renewal of the Black Sea Grain Initiative impacted an already fragile wheat market.

**Sugar:** The USDA is estimating the upcoming 2023/2024 crop year to have the lowest carryout in three years, primarily due to the closure of a plant in Sidney, Montana. The market is focused on the tight supply, which could result in heavier U.S. reliance on imports in the future.

**Dairy:** Class III milk futures remain above last quarter's prices. The USDA is estimating a 0.9% increase in milk production, which could affect milk prices. Feed and inputs are more expensive than in 2022, creating tighter margins for dairy farmers. A decrease is expected in exports when compared to 2022 levels.

**Biofuels:** The U.S. Energy Information Administration increased its ethanol production forecast for both 2023 and 2024. Biofuels have become a topic of discussion as crush plants are expected to come online in our trade area. Renewable diesel margins were strong throughout the quarter.

## LOAN PORTFOLIO

### Loan Portfolio

Total loans were \$11.8 billion at March 31, 2023, an increase of \$176.4 million from December 31, 2022.

### Portfolio Credit Quality

The credit quality of our portfolio remained stable from December 31, 2022. Adversely classified loans were 1.5% of the portfolio at March 31, 2023, and December 31, 2022. 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 March 31, 2023, \$326.1 million of our loans were substantially guaranteed under these government programs.

### Nonperforming Assets

Effective January 1, 2023, we adopted Accounting Standards Update (ASU) 2016-13 "Financial Instruments - Credit Losses (Topic 326): Measurement of Credit Losses on Financial Instruments." This guidance established a single allowance framework for all financial assets measured at amortized cost and certain off-balance sheet credit exposures and replaced the incurred loss guidance. This framework requires that management's estimate reflects credit losses over the asset's remaining expected life and considers expected future changes in macroeconomic conditions and is referred to as the Current Expected Credit Loss model (CECL). The allowance for credit losses comprises the allowance for credit losses on loans and the allowance for unfunded commitments.

#### Components of Nonperforming Assets

(dollars in thousands)	March 31, 2023	December 31, 2022
As of:		
Loans:		
Nonaccrual	\$ 61,458	\$ 24,860
Accruing loans 90 days or more past due	258	--
Total nonperforming loans	61,716	24,860
Other property owned	--	--
Total nonperforming assets	\$ 61,716	\$ 24,860
Total nonperforming loans as a percentage of total loans	0.5%	0.2%
Nonaccrual loans as a percentage of total loans	0.5%	0.2%
Current nonaccrual loans as a percentage of total nonaccrual loans	95.6%	80.4%
Total delinquencies as a percentage of total loans	0.3%	0.2%

Note: Prior to the adoption of CECL, which was effective January 1, 2023, accruing loans included accrued interest receivable. Additionally, certain prior period ratios have been updated to conform to current period presentation.

Our nonperforming assets have increased from December 31, 2022 and remain at acceptable levels. Despite the increase in nonperforming assets, total nonperforming loans as a percentage of total loans were well within our established risk management guidelines.

The increase in nonaccrual loans was primarily due to a few large loans moving to nonaccrual. Nonaccrual loans remained at an acceptable level at March 31, 2023, and December 31, 2022.

Our accounting policy requires loans past due 90 days or more 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

### Allowance For Loan Losses Coverage Ratios

As of:	March 31, 2023	December 31, 2022
Allowance for loan losses as a percentage of:		
Loans	0.2%	0.3%
Nonaccrual loans	43.8%	120.9%
Total nonperforming loans <sup>1</sup>	43.7%	120.9%

<sup>1</sup>Prior period ratio has been updated to conform to current period presentation.

Effective January 1, 2023, the allowance for loan losses is an estimate of expected credit losses in our portfolio. We determine the appropriate level of allowance for loan losses based on a disciplined process and methodology that incorporates expected probabilities of default and severity of loss based on historical portfolio performance, forecasts of future economic conditions, and management's judgment with respect to unique aspects of current and expected conditions that may not be contemplated in historical loss experience or forecasted economic conditions. Prior to January 1, 2023, the allowance for loan losses was an estimate of losses on loans in our portfolio as of the financial statement date.

Total allowance for loan losses was \$26.9 million at March 31, 2023, and \$30.1 million at December 31, 2022. The decrease from December 31, 2022, was primarily related to the cumulative effect adjustment resulting from the adoption of CECL. Additional information regarding the CECL adoption is included in Note 1. In our opinion, the allowance for loan losses was reasonable in relation to the risk in our loan portfolio at March 31, 2023.

## RESULTS OF OPERATIONS

### Profitability Information

(dollars in thousands)

For the three months ended March 31,	2023	2022
Net income	\$ 50,103	\$ 42,714
Return on average assets	1.6%	1.5%
Return on average members' equity	7.9%	7.2%

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) For the three months ended March 31,	2023	2022	Increase (decrease) in net income
Net interest income	\$ 80,757	\$ 64,676	\$ 16,081
Provision for credit losses	11,310	(1,330)	(12,640)
Non-interest income	24,479	20,177	4,302
Non-interest expense	45,550	42,445	(3,105)
(Benefit from) provision for income taxes	(1,727)	1,024	2,751
Net income	<b>\$ 50,103</b>	<b>\$ 42,714</b>	<b>\$ 7,389</b>

## Net Interest Income

### Changes in Net Interest Income

(in thousands)

For the three months ended March 31,	2023 vs 2022
Changes in volume	\$ 6,011
Changes in interest rates	10,757
Changes in nonaccrual income and other	(687)
Net change	<u>\$ 16,081</u>

## Provision for Credit Losses

During the first three months of 2023, a provision for credit losses of \$11.3 million was recorded. This provision was primarily due to specific reserves that were established on a few large loans.

## 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 March 31, 2023, or December 31, 2022.

Total members' equity increased \$42.0 million from December 31, 2022, primarily due to net income for the period and the cumulative effect of the change in accounting principle partially offset by patronage distribution 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 2022 Annual Report for a more complete description of these ratios.

### Regulatory Capital Requirements and Ratios

As of:	March 31, 2023	December 31, 2022	Regulatory Minimums	Capital Conservation Buffer	Total
Risk-adjusted:					
Common equity tier 1 ratio	15.9%	16.6%	4.5%	2.5%	7.0%
Tier 1 capital ratio	15.9%	16.6%	6.0%	2.5%	8.5%
Total capital ratio	16.0%	16.8%	8.0%	2.5%	10.5%
Permanent capital ratio	15.9%	16.6%	7.0%	N/A	7.0%
Non-risk-adjusted:					
Tier 1 leverage ratio	18.4%	19.2%	4.0%	1.0%	5.0%
Unallocated retained earnings and equivalents leverage ratio	18.4%	19.2%	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 2022 Annual Report.

**CERTIFICATION**

The undersigned have reviewed the March 31, 2023, 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

May 4, 2023

# CONSOLIDATED STATEMENTS OF CONDITION

AgCountry Farm Credit Services, ACA

(in thousands)

(Unaudited)

As of:	March 31, 2023	December 31, 2022
<b>ASSETS</b>		
Loans	\$ 11,820,661	\$ 11,644,302
Allowance for loan losses	26,943	30,068
Net loans	11,793,718	11,614,234
Investment in AgriBank, FCB	351,910	336,682
Accrued interest receivable	110,164	127,779
Premises and equipment, net	46,984	48,103
Other assets	123,982	112,737
Total assets	\$ 12,426,758	\$ 12,239,535
<b>LIABILITIES</b>		
Note payable to AgriBank, FCB	\$ 9,724,402	\$ 9,521,014
Accrued interest payable	85,745	71,908
Deferred tax liabilities, net	1,898	1,305
Patronage distribution payable	22,750	83,500
Other liabilities	52,525	64,370
Total liabilities	9,887,320	9,742,097
Contingencies and commitments (Note 3)		
<b>MEMBERS' EQUITY</b>		
Capital stock and participation certificates	13,200	13,144
Capital stock and participation certificates receivable	(13,200)	(13,144)
Additional paid-in capital	662,638	662,638
Unallocated surplus	1,885,132	1,843,363
Accumulated other comprehensive loss	(8,332)	(8,563)
Total members' equity	2,539,438	2,497,438
Total liabilities and members' equity	\$ 12,426,758	\$ 12,239,535

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 March 31,	Three Months Ended	
	2023	2022
<b>Interest income</b>	\$ 166,707	\$ 88,173
<b>Interest expense</b>	85,950	23,497
Net interest income	80,757	64,676
<b>Provision for credit losses</b>	11,310	(1,330)
Net interest income after provision for credit losses	69,447	66,006
<b>Non-interest income</b>		
Patronage income	16,245	12,166
Financially related services income	4,430	4,804
Fee income	3,678	2,952
Other non-interest income	126	255
Total non-interest income	24,479	20,177
<b>Non-interest expense</b>		
Salaries and employee benefits	27,731	24,622
Other operating expense	17,790	17,017
Other non-interest expense	29	806
Total non-interest expense	45,550	42,445
Income before income taxes	48,376	43,738
<b>(Benefit from) provision for income taxes</b>	(1,727)	1,024
Net income	\$ 50,103	\$ 42,714
<b>Other comprehensive income</b>		
Employee benefit plans activity	\$ 231	\$ 317
Total other comprehensive income	231	317
Comprehensive income	\$ 50,334	\$ 43,031

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, 2021	\$ --	\$ 304,385	\$ 1,718,268	\$ (10,027)	\$ 2,012,626
Adjustments due to merger	1,817	358,253	--	(467)	359,603
Net income	--	--	42,714	--	42,714
Other comprehensive income	--	--	--	317	317
Unallocated surplus designated for patronage distributions	--	--	(22,540)	--	(22,540)
Capital stock and participation certificates issued	212	--	--	--	212
Capital stock and participation certificates retired	(366)	--	--	--	(366)
Reductions to capital stock and participation certificates receivable, net	157	--	--	--	157
<b>Balance at March 31, 2022</b>	<b>\$ 1,820</b>	<b>\$ 662,638</b>	<b>\$ 1,738,442</b>	<b>\$ (10,177)</b>	<b>\$ 2,392,723</b>
Balance at December 31, 2022	\$ --	\$ 662,638	\$ 1,843,363	\$ (8,563)	\$ 2,497,438
Net income	--	--	50,103	--	50,103
Other comprehensive income	--	--	--	231	231
Unallocated surplus designated for patronage distributions	--	--	(22,750)	--	(22,750)
Cumulative effect of change in accounting principle	--	--	14,416	--	14,416
Capital stock and participation certificates issued	214	--	--	--	214
Capital stock and participation certificates retired	(158)	--	--	--	(158)
Additions to capital stock and participation certificates receivable, net	(56)	--	--	--	(56)
<b>Balance at March 31, 2023</b>	<b>\$ --</b>	<b>\$ 662,638</b>	<b>\$ 1,885,132</b>	<b>\$ (8,332)</b>	<b>\$ 2,539,438</b>

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

---

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

---

### 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 three months ended March 31, 2023, are not necessarily indicative of the results to be expected for the year ending December 31, 2023. 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, 2022 (2022 Annual Report).

#### 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.

#### Significant Accounting Policies

Effective January 1, 2023, we adopted Accounting Standards Update (ASU) 2016-13 "Financial Instruments - Credit Losses (Topic 326): Measurement of Credit Losses on Financial Instruments." This guidance established a single allowance framework for all financial assets measured at amortized cost and certain off-balance sheet credit exposures and replaced the incurred loss guidance. This framework requires that management's estimate reflects credit losses over the asset's remaining expected life and considers expected future changes in macroeconomic conditions and is referred to as the Current Expected Credit Loss model (CECL). The allowance for credit losses comprises the allowance for credit losses on loans and the allowance for unfunded commitments.

**Loans:** Loans are carried at their principal amount outstanding, net of any unearned income, cumulative net charge-offs and unamortized deferred fees and costs on originated loans, and unamortized premiums or discounts on purchased loans and unamortized adjustments to fair value on loans acquired through merger. Loan interest is accrued and credited to interest income based upon the daily principal amount outstanding. Origination fees, net of related costs, are deferred and recognized over the life of the loan as an adjustment to net interest income.

A loan is considered contractually past due when any principal repayment or interest payment required by the loan instrument is not received on or before the due date. A loan remains contractually past due until it is modified or until the entire amount past due, including principal, accrued interest and penalty interest incurred as the result of past due status, is collected or otherwise discharged in full.

Generally, loans are placed in nonaccrual status when principal or interest is delinquent for 90 days or more (unless adequately secured and in the process of collection) or circumstances indicate that full collection is not expected. When a loan is placed in nonaccrual status, and the interest is determined to be both uncollectible and the loss is known, we reverse current year accrued interest to the extent principal plus accrued interest exceeds the net realizable value of the collateral prior to reclassification. When we deem a loan to be uncollectible, we charge the loan principal and prior year(s) accrued interest against the allowance for loan losses. Subsequent recoveries, if any, are added to the allowance for loan losses. Any cash received on nonaccrual loans is applied to reduce the recorded investment in the loan, except in those cases where the collection of the recorded investment is fully expected, and certain other criteria are met. In these circumstances, interest is credited to income when cash is received. Loans are charged-off at the time they are determined to be uncollectible. Nonaccrual loans may be returned to accrual status when principal and interest are current, and, if the loan was past due when placed in nonaccrual status, the loan has evidence of sustained performance in making on-time contractual payments (typically based on payment frequency).

Loan modifications may be granted to borrowers experiencing financial difficulty. Qualifying disclosable modifications are one or a combination of: principal forgiveness, interest rate reduction, or a term or payment extension. Covenant waivers and modifications of contingent acceleration clauses are not considered term extensions.

Prior to January 1, 2023, in situations where, for economic or legal reasons related to the borrower's financial difficulties, we granted a concession for other than an insignificant period of time to the borrower that we would not otherwise consider, the related loan was classified as a troubled debt restructuring (TDR), also known as a formally restructured loan for regulatory purposes. A concession was generally granted in order to minimize economic loss and avoid foreclosure. Concessions varied by program and borrower and may have included interest rate reductions, term extensions, payment deferrals, or an acceptance of additional collateral in lieu of payments. In limited circumstances, principal may have been forgiven. Loans classified as TDRs were considered risk loans. There may have been modifications made in the normal course of business that were not considered TDRs.

Loans that are sold as participations are transferred as entire financial assets, groups of entire financial assets, or participating interests in the loans. The transfers of such assets or participating interests are structured such that control over the transferred assets, or participating interests have been surrendered and that all of the conditions have been met to be accounted for as a sale.

The adoption of CECL guidance resulted in a change in the accounting for purchased credit-impaired loans, which are considered purchased credit deteriorated (PCD) loans under CECL. Purchased loans are recorded at their fair value at the acquisition date. An allowance for credit loss is recorded on the purchased loans at the purchase date through a provision for credit losses. Any loans that have experienced a more-than-insignificant

deterioration in credit quality since origination are identified as PCD assets and we are required to estimate and record an allowance for credit losses for these assets at the time of purchase. This allowance is then added to the purchase price to establish the initial amortized cost basis of the PCD assets, rather than being reported as a credit loss expense. The difference between the unpaid principal balance and the amortized cost basis is recorded into interest income over the life of the loan. Any subsequent changes in expected credit losses are recorded through the income statement with a provision for credit loss.

**Allowance for Credit Losses on Loans:** Beginning January 1, 2023, the allowance for credit losses on loans (ACLL) represents the estimated current expected credit losses on the loan portfolio, including unfunded commitments, over the remaining contractual life of the loan portfolio, adjusted for expected prepayments, and expected utilization of unfunded commitments. The ACLL takes into consideration relevant information about past events, current conditions, and reasonable and supportable macroeconomic forecasts of future conditions. The contractual term excludes expected extensions, renewals, and modifications unless the extension or renewal options are not unconditionally cancellable.

The allowance is increased through provisions for credit losses and loan recoveries and is decreased through loan loss reversals and loan charge-offs. The allowance for credit losses on unfunded commitments is included in "Other Liabilities" in the Consolidated Statements of Condition. See Note 2 Loans and allowance for loan losses for further information.

Determining the appropriateness of the allowance is complex and requires judgment by management about the effect of matters that are inherently uncertain. Subsequent evaluations of the then-existing loan portfolio, in light of the factors then prevailing, may result in significant changes in the allowance for credit losses in those future periods. Loans are evaluated on the amortized cost basis, including unamortized premiums and discounts on purchased loans and unamortized adjustments to fair value on loans acquired through merger. We utilize a weighted average of three economic scenarios over a reasonable and supportable forecast period of three years. Subsequent to the forecast period, we revert to historical loss experience over a two-year reversion period to inform the estimate of losses for the remaining estimated contractual life of the portfolio.

The economic forecasts are updated on a quarterly basis and include macroeconomic variables such as unemployment rates, U.S. corporate credit ratings, and stock market volatility and performance. Loan and borrower characteristics are also utilized and include internal risk ratings and the remaining term of the loan. We also consider the imprecision inherent in the process and methodology, which may lead to a management adjustment to the modeled ACLL results. Expected credit loss estimates also include consideration of expected cash recoveries on loans previously charged-off or expected recoveries on collateral dependent loans where recovery is expected through sale of the collateral.

We employ a disciplined process and methodology to establish the ACLL that has two basic components: first, an asset-specific component involving individual loans that do not share risk characteristics with other loans and the measurement of expected credit losses for such individual loans; and second, a pooled component for estimated expected credit losses for pools of loans that share similar risk characteristics. When a loan does not share risk characteristics with other loans, expected credit loss is measured as the difference between the amortized cost basis in the loan and the present value of expected future cash flows discounted at the loan's effective interest rate except that, for collateral-dependent loans, credit loss is measured as the difference between the amortized cost basis in the loan and the fair value of the underlying collateral. The fair value of the collateral is adjusted for the estimated cost to sell if repayment or satisfaction of a loan is dependent on the sale (rather than only on the operation) of the collateral. In accordance with our appraisal policy, the fair value of collateral-dependent loans is based upon independent third-party appraisals or on collateral valuations prepared by in-house appraisers. When an updated appraisal or collateral valuation is received, management reassesses the need for adjustments to the loan's expected credit loss measurements and, where appropriate, records an adjustment. If the calculated expected credit loss is determined to be permanent, fixed or non-recoverable, the credit loss portion of the loan will be charged-off against the allowance for credit losses.

In estimating the component of the ACLL that share common risk characteristics, loans are pooled and segregated into loan classes based on loan type. The model calculates an expected life-of-loan loss percentage for each loan category by considering the probability of default, based on the migration of loans from performing to loss by internal risk rating, and the severity of loss, based on the aggregate net lifetime losses incurred.

The final credit loss estimate also considers factors not reflected in the economic forecast and historical loss experience due to the unique aspects of current conditions and expectations. These factors may include but are not limited to: lending policies and procedures, experience and depth of lending staff, credit quality and delinquency trends, individual borrower and industry concentrations, national, regional, and local economic business conditions and developments, and collateral value trends.

Prior to January 1, 2023, the allowance for loan losses was an estimate of losses inherent in our loan portfolio as of the financial statement date. We determined 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. Refer to our 2022 Annual Report for additional information.

**Accrued Interest Receivable:** Accrued interest receivable on loans is presented separately in the Consolidated Statements of Condition. Additionally, accrued interest receivable has been excluded from the following footnote disclosures for all periods after January 1, 2023.

There have been no other changes in our accounting policies as disclosed in our 2022 Annual Report, except as described above and in the Recently Issued or Adopted Accounting Pronouncements section below.

#### **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 business 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 March 2020, the FASB issued ASU 2020-04 "Reference Rate Reform, Topic 848." In January 2021, the FASB issued ASU 2021-01 further amending Topic 848. This guidance may be elected and applied prospectively over time beginning March 12, 2020.	The guidance provides optional expedients and exceptions for applying GAAP to contracts and other transactions affected by reference rate reform. The guidance simplifies the accounting evaluation of contract modifications that replace a reference rate affected by reference rate reform and contemporaneous modifications of other contract terms related to the replacement of the reference rate.	During March 2021, we adopted this standard. Additionally, we intend to apply the relief granted in the extension. To date, the adoption of this standard has not had a material impact on our financial condition, results of operations, cash flows, and financial statement disclosures.
In December 2022, the FASB issued ASU 2022-06 "Reference Rate Reform (Topic 848): Deferral of the Sunset Date of Topic 848", which deferred the sunset date of Topic 848 to December 31, 2024. After December 31, 2024, entities will no longer be permitted to apply the relief in Topic 848.		
In June 2016, the FASB issued 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 qualified for the deferral of the mandatory effective date. As a result of the change, the standard was effective for the first quarter of 2023 and early adoption was permitted. Additionally, the FASB issued several updates during 2019 refining and clarifying Topic 326.	This guidance replaced 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 adopted the standard and subsequently issued updates as of January 1, 2023. As a result of adoption of this guidance, the allowance for loan losses decreased by \$15.0 million and the reserve for unfunded commitments decreased by \$1.1 million, with a cumulative-effect increase, net of tax balances, to retained earnings of \$14.4 million.
In March 2022, the FASB issued ASU 2022-02 "Financial Instruments - Credit Losses (Topic 326): Troubled Debt Restructurings and Vintage Disclosures." The guidance was effective with adoption of ASU 2016-13.	This guidance eliminated 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. The expanded Vintage Disclosures are not applicable to nonpublic business entities.	We adopted the standard on January 1, 2023. The adoption of this guidance did not have a material impact on our financial statements but modified certain disclosures beginning with our first quarter 2023 Quarterly Report. However, modifications during the period were not material; therefore, related disclosures have been omitted from this report.

## NOTE 2: LOANS AND ALLOWANCE FOR LOAN LOSSES

### Loans by Type

(dollars in thousands)

As of:	March 31, 2023		December 31, 2022	
	Amortized Cost	%	Amortized Cost	%
Real estate mortgage	\$ 4,584,219	38.7%	\$ 4,629,271	39.8%
Production and intermediate-term	2,329,529	19.7%	2,689,594	23.1%
Agribusiness	3,387,734	28.7%	3,031,138	26.0%
Other	1,519,179	12.9%	1,294,299	11.1%
Total	\$ 11,820,661	100.0%	\$ 11,644,302	100.0%

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

In the following loan information, as a result of the adoption of CECL, accrued interest receivable on loans of \$110.2 million at March 31, 2023, has been excluded from the amortized cost of loans and is presented separately in the Consolidated Statements of Condition.

## Credit Quality

We utilize the Farm Credit Administration (FCA) Uniform Classification System to categorize loans into five credit quality categories. The categories are:

- Acceptable – loans are non-criticized loans representing the highest quality. They are expected to be fully collectible. This category is further differentiated into various probabilities of default.
- Other assets especially mentioned (Special Mention) – loans are currently collectible but exhibit some potential weakness. These loans involve increased credit risk, but not to the point of justifying a substandard classification.
- Substandard – loans exhibit some serious weakness in repayment capacity, equity, and/or collateral pledged on the loan.
- Doubtful – loans exhibit similar weaknesses as substandard loans. Doubtful loans have additional weaknesses in existing factors, conditions, and values that make collection in full highly questionable.
- Loss – loans are considered uncollectible.

We had no loans categorized as loss at March 31, 2023, or December 31, 2022.

### Credit Quality of Loans at Amortized Cost<sup>1</sup>

(dollars in thousands)	Acceptable		Special Mention		Substandard/ Doubtful		Total	
	Amount	%	Amount	%	Amount	%	Amount	%
<b>As of March 31, 2023</b>								
Real estate mortgage	\$ 4,499,855	98.2%	\$ 51,370	1.1%	\$ 32,994	0.7%	\$ 4,584,219	100.0%
Production and intermediate-term	2,239,974	96.2%	23,375	1.0%	66,180	2.8%	2,329,529	100.0%
Agribusiness	3,244,412	95.7%	87,273	2.6%	56,049	1.7%	3,387,734	100.0%
Other	1,481,960	97.5%	20,948	1.4%	16,271	1.1%	1,519,179	100.0%
Total	<u>\$ 11,466,201</u>	<u>97.0%</u>	<u>\$ 182,966</u>	<u>1.5%</u>	<u>\$ 171,494</u>	<u>1.5%</u>	<u>\$ 11,820,661</u>	<u>100.0%</u>
<b>As of December 31, 2022</b>								
Real estate mortgage	\$ 4,604,579	98.0%	\$ 52,803	1.1%	\$ 41,804	0.9%	\$ 4,699,186	100.0%
Production and intermediate-term	2,645,838	97.0%	17,630	0.6%	66,263	2.4%	2,729,731	100.0%
Agribusiness	2,929,959	96.2%	57,375	1.9%	57,944	1.9%	3,045,278	100.0%
Other	1,277,687	98.4%	13,857	1.1%	6,342	0.5%	1,297,886	100.0%
Total	<u>\$ 11,458,063</u>	<u>97.3%</u>	<u>\$ 141,665</u>	<u>1.2%</u>	<u>\$ 172,353</u>	<u>1.5%</u>	<u>\$ 11,772,081</u>	<u>100.0%</u>

<sup>1</sup>Prior to the adoption of CECL, which was effective January 1, 2023, accruing loans included accrued interest receivable.

## Delinquency

### Aging Analysis of Loans at Amortized Cost<sup>1</sup>

(in thousands)	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		Accruing Loans 90 Days or More Past Due
	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%	Amount
<b>As of March 31, 2023</b>											
Real estate mortgage	\$ 2,523		\$ 1,589		\$ 4,112		\$ 4,580,107		\$ 4,584,219		\$ 258
Production and intermediate-term	6,182		1,174		7,356		2,322,173		2,329,529		--
Agribusiness	28,725		--		28,725		3,359,009		3,387,734		--
Other	--		--		--		1,519,179		1,519,179		--
Total	<u>\$ 37,430</u>		<u>\$ 2,763</u>		<u>\$ 40,193</u>		<u>\$ 11,780,468</u>		<u>\$ 11,820,661</u>		<u>\$ 258</u>
<b>As of December 31, 2022</b>											
Real estate mortgage	\$ 4,364		\$ 1,253		\$ 5,617		\$ 4,693,569		\$ 4,699,186		\$ --
Production and intermediate-term	9,269		1,282		10,551		2,719,180		2,729,731		--
Agribusiness	4,086		--		4,086		3,041,192		3,045,278		--
Other	--		--		--		1,297,886		1,297,886		--
Total	<u>\$ 17,719</u>		<u>\$ 2,535</u>		<u>\$ 20,254</u>		<u>\$ 11,751,827</u>		<u>\$ 11,772,081</u>		<u>\$ --</u>

<sup>1</sup>Prior to the adoption of CECL, which was effective January 1, 2023, accruing loans included accrued interest receivable.

## Nonaccrual Loans

### Nonaccrual Loans by Type

(in thousands)	March 31,	December 31,
As of:	2023	2022
Real estate mortgage	\$ 3,708	\$ 3,914
Production and intermediate-term	30,441	2,810
Agribusiness	22,897	15,909
Other	4,412	2,227
Total	<u>\$ 61,458</u>	<u>\$ 24,860</u>

### Additional Nonaccrual Loans Information

(in thousands)	For the Three Months Ended	
	As of March 31, 2023	March 31, 2023
	Amortized Cost Without Allowance	Interest Income Recognized
Real estate mortgage	\$ 3,708	\$ (39)
Production and intermediate-term	1,788	110
Agribusiness	770	77
Other	--	37
Total	<u>\$ 6,266</u>	<u>\$ 185</u>

We reversed from interest income \$793 thousand of interest receivables for the three months ended March 31, 2023.

## Allowance for Credit Losses

### Changes in Allowance for Credit Losses

(in thousands)	2023	2022
Three months ended March 31,		
<b>Allowance for Loan Losses</b>		
Balance at beginning of period	\$ 30,068	\$ 22,946
Cumulative effect of change in accounting principle	(14,996)	--
Provision for loan losses	11,786	(1,177)
Recoveries	85	25
Charge-offs	--	(3)
Balance at end of period	<u>\$ 26,943</u>	<u>\$ 21,791</u>
<b>Allowance for Unfunded Commitments</b>		
Balance at beginning of period	\$ 2,192	\$ 4,322
Cumulative effect of change in accounting principle	(1,054)	--
Provision for unfunded commitments	(476)	(153)
Balance at end of period	<u>\$ 662</u>	<u>\$ 4,169</u>
Total allowance for credit losses	<u>\$ 27,605</u>	<u>\$ 25,960</u>

## Previously Required Disclosures

The disclosures in this section were required prior to January 1, 2023. Upon the adoption of CECL, these disclosures are no longer required prospectively.

**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.

<b>Risk Loan Information</b>	
(in thousands)	December 31,
As of:	2022
Volume with specific allowance	\$ 17,918
Volume without specific allowance	11,368
Total risk loans	<u>\$ 29,286</u>
Total specific allowance	\$ 4,063
For the three months ended March 31,	2022
Income on accrual risk loans	\$ 95
Income on nonaccrual loans	394
Total income on risk loans	<u>\$ 489</u>
Average risk loans	\$ 19,097

Note: Accruing loans include accrued interest receivable.

**TDRs:** Prior to the adoption of CECL, a restructuring of a loan constituted a troubled debt restructuring, also known as formally restructured, if the creditor for economic or legal reasons related to the borrower's financial difficulties granted a concession to the borrower that it would not otherwise consider. Concessions varied by program and were borrower-specific and could include interest rate reductions, term extensions, payment deferrals, or the acceptance of additional collateral in lieu of payments. In limited circumstances, principal may have been forgiven.

There were no TDRs that occurred during the three months ended March 31, 2022.

There were no TDRs that defaulted during the three months ended March 31, 2022, in which the modification was within twelve months of the respective reporting period.

<b>TDRs Outstanding</b>	
(in thousands)	December 31,
As of:	2022
Accrual status:	
Real estate mortgage	\$ 4,392
Production and intermediate-term	34
Agribusiness	--
Total TDRs in accrual status	<u>\$ 4,426</u>
Nonaccrual status:	
Real estate mortgage	\$ 1,147
Production and intermediate-term	613
Agribusiness	765
Total TDRs in nonaccrual status	<u>\$ 2,525</u>
Total TDRs:	
Real estate mortgage	\$ 5,539
Production and intermediate-term	647
Agribusiness	765
Total TDRs	<u>\$ 6,951</u>

Note: Accruing loans include accrued interest receivable.

### 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 2022 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 2022 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 March 31, 2023, or December 31, 2022.

#### Non-Recurring Basis

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

<b>Assets Measured at Fair Value on a Non-Recurring Basis</b>				
(in thousands)				
<b>As of March 31, 2023</b>	Fair Value Measurement Using			Total Fair Value
	Level 1	Level 2	Level 3	
Loans	\$ --	\$ --	\$ 41,059	\$ 41,059
<b>As of December 31, 2022</b>	Fair Value Measurement Using			Total Fair Value
	Level 1	Level 2	Level 3	
Loans	\$ --	\$ --	\$ 14,548	\$ 14,548

#### Valuation Techniques

**Loans:** Represents the carrying amount of loans evaluated individually for credit losses and are deemed to be collateral dependent. The carrying value amount is based on the estimated value of the underlying collateral, less costs to sell. When the fair value of the collateral, less cost to sell, is less than the amortized cost basis of the loan, a specific allowance for expected credit losses is established. Costs to sell represent transaction costs and are not included as a component of the collateral's estimated fair value. Typically, 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 and, therefore, are classified as Level 3 fair value measurements.

### NOTE 5: SUBSEQUENT EVENTS

We have evaluated subsequent events through May 4, 2023, 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.