



## MANAGEMENT'S DISCUSSION AND ANALYSIS

The following commentary reviews the consolidated financial condition and consolidated results of operations of Compeer Financial, ACA (Compeer or Association) and its subsidiaries, Compeer Financial, FLCA and Compeer Financial, 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, 2023 (2023 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 stockholders' investment. To request free copies of AgriBank financial reports or additional copies of our report, contact us at:

Compeer Financial, ACA  
2600 Jenny Wren Trail  
Sun Prairie, WI 53590  
(844) 426-6733  
www.compeer.com

AgriBank, FCB  
30 East 7<sup>th</sup> Street, Suite 1600  
St. Paul, MN 55101  
(651) 282-8800  
www.AgriBank.com  
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 2023 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

Production agriculture (particularly the grain, dairy, and swine industry segments) comprises a significant portion of the overall Compeer portfolio. Within these industries, cost structures largely remain elevated, with input costs, interest rates, and marginal commodity prices combining to limit forecast profitability across the segments. Though the margin outlook lacks the strong profitability of recent years, most producer financial positions maintain the ability to withstand near-term weakness. Those practicing sound risk management are likely to remain near breakeven levels for 2024.

Grain markets have largely trended lower over the quarter as supply outlook remains robust due to generally favorable growing conditions in major production areas. Strong expected inventory levels and elevated cost structures are headwinds to profitability and may compress producer margins for 2024. Current crop conditions throughout the Midwest are generally supportive of trendline yields, despite some pockets of variable precipitation levels throughout the Corn Belt. Several weeks remain in the growing season, however, ongoing crop conditions will remain a focus point for the market. Any significant shift in weather patterns may influence market perception of ending inventories and drive prices accordingly. Revenue insurance guarantees for the crop were set in February 2024 with average prices of \$4.66 per bushel for corn and \$11.55 per bushel for soybeans. These values are roughly 30% below 2023 prices resulting in greater emphasis for producers to execute on 2024 crop marketing plans to manage margins.

In its July 2024 World Agricultural Supply and Demand Estimate (WASDE), the United States Department of Agriculture (USDA) moved expected corn ending stocks down slightly, by 5 million bushels, on a combination of lower beginning stocks, increased feed usage, and export activity that offsets expected production gains. The production forecast increased to 15,100 million bushels, about 240 million fewer bushels than the 2023/24 crop, but a significant gain from the June 2024 forecast. Feed usage is expected to increase 75 million bushels, driving domestic demand, while exports rise 100 million bushels. Despite the slight contraction in expected ending stocks, USDA decreased forecast annual average farm price by \$0.10 to \$4.30 per bushel. Additionally, USDA expects slightly reduced soybean production, on fewer harvested acres. Usage was not adjusted from the June 2024 forecast, leaving slightly lower overall ending stocks, at 435 million bushels. The resulting forecast season average price decreased slightly to \$11.10 per bushel.

The June 2024 USDA Milk Production report estimates a 0.9% U.S. annual decrease driven by a combination of fewer cows and lower per cow production. As a result, the WASDE report forecasts a stronger 2024 Class III (cheese) milk annual average of \$18.25 per hundredweight (cwt) produced, based on improvement of expected cheese and whey demand. Class IV (butter/whey/dry products) prices also strengthen, to \$20.75 per cwt on strength in butter and milk powder forecast demand. All-milk price is forecast at \$22.25 per cwt, compared to \$20.34 per cwt in 2023 and \$25.34 per cwt in 2022. Looking forward, USDA projects favorable milk prices to remain throughout 2025, at similar levels to 2024.

U.S. pork production, as of the June 2024 USDA Hogs and Pigs report, consisted of 74.5 million head, a 1% increase from the same period in 2023. A 2% increase in market hogs outpaced a 3% breeding hog decrease to drive overall production upward. In forecasting the June 2024 to August 2024 quarter, USDA expects farrowing of 2.96 million sows, which is down 3% from year ago levels. Iowa State University tracks monthly estimated returns

for farrow to finish operations. Margins have turned slightly positive over the last quarter, improving from a negative trend throughout much of 2023 and the first quarter of 2024. The USDA expects some weakening of prices into 2025, as near-term production forecast remains sufficient to meet demand.

In February 2024, the USDA provided its 2024 net farm income forecast of \$116.1 billion, a decrease of \$39.8 billion over 2023. Estimated net cash income is \$121.7 billion, a decrease of \$38.7 billion year-over-year. Assumed decreases in both crop and livestock receipts drive a \$21.2 billion decrease in agricultural commodity receipts, with a forecast 16% decline in government payments. Elevated expenses, across all categories, drove a production expense increase of \$16.7 billion as housing and labor increases are reflected in producer income statements.

Along with the production agriculture portfolio, Compeer maintains a robust rural housing portfolio. This sector relies upon the health of the overall economy, interest rates, and general employment. As of June 30, 2024, the U.S. Bureau of Labor Statistics unemployment rate of 4.1% continues a trend of slight loosening in labor supply tightness. The solid labor market continues to drive strength in the housing market, which also benefits from a steady demand and tight supply environment. As such, the Compeer housing portfolio continues to perform. While the quality of the portfolio remains sound, elevated mortgage rates have slowed the market as the Federal Reserve maintains a steady Federal Funds rate.

The portfolio continues to experience relatively low adversity and is navigating this period from a position of sound credit quality. Several core portfolio industries have experienced significant improvement in overall conditions over the last few years, creating generally solid financial positions. Our core credit objectives of working with clients to promote risk management, ensuring high quality financial statements and production reports, encouraging disciplined marketing plans, and providing individualized servicing plans and strategies remain unchanged. Compeer also remains committed to being an advocate for positive legislative changes that improve prospects for agriculture and rural America.

## LOANS HELD TO MATURITY

### Loans Held to Maturity

Loans held to maturity were \$29.2 billion at June 30, 2024, an increase of \$976.0 million from December 31, 2023. Both real estate mortgage and agribusiness loan growth were broad-based across many of our business units, led by our Capital Markets business unit with the largest increase. The overall quarterly growth was partially offset by production and intermediate-term loan decreases within our Swine business unit.

### Portfolio Credit Quality

The credit quality of our portfolio declined slightly from December 31, 2023. Adversely classified loans increased to 2.9% of the portfolio at June 30, 2024, from 2.5% of the portfolio at December 31, 2023. 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 credit losses on loans.

In certain circumstances, the Federal Agricultural Mortgage Corporation (Farmer Mac) and other government agency guarantee programs are used to reduce the risk of loss. At June 30, 2024, \$1.3 billion of our loans were substantially guaranteed under these government programs.

### Nonperforming Assets

#### Components of Nonperforming Assets

(dollars in thousands)	June 30, 2024	December 31, 2023
As of:		
Loans:		
Nonaccrual	\$ 305,823	\$ 207,702
Accruing loans 90 days or more past due	28,727	32,335
Total nonperforming loans	334,550	240,037
Other property owned	10,002	1,132
Total nonperforming assets	\$ 344,552	\$ 241,169
Total nonperforming loans as a percentage of total loans	1.1%	0.8%
Nonaccrual loans as a percentage of total loans	1.0%	0.7%
Current nonaccrual loans as a percentage of total nonaccrual loans	37.4%	64.4%
Total delinquencies as a percentage of total loans <sup>1</sup>	1.5%	0.9%

<sup>1</sup>Total delinquencies include accrual and nonaccrual loans 30 days or more past due.

Our nonperforming assets have increased from December 31, 2023, but remained 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.

While the portfolio's overall credit quality continued on an upward trend throughout the approximate five-year period ending in 2022, credit quality deterioration throughout 2023 returned us to levels previously experienced prior to that five-year period. The challenges and resulting stress and losses experienced during 2023 within isolated industries and loans continued into the first half of 2024. This is reflected in the increase in nonaccrual loans, as well as in the increase in total delinquencies as a percentage of total loans. There are various factors contributing to the change in nonaccrual loans, which include, deteriorating credit quality in adversely classified loans within our Industry Specialists business unit and a limited number of loans within the Capital Markets business unit. The Industry Specialists loans were part of a new program launched in 2021 called AgTech Financing, offering real estate, operating, and term loans, along with leases, to ag retail partners at the point of sale. Over the past three years, we've materially adjusted our processes and credit

standards for this program based on our learnings. We expect this stress to continue during the remainder of 2024, but is projected to ease for the second half of the year versus the first half.

Similar to 2023, the movement of loans into nonaccrual status during the first half of 2024 continued to be isolated and mostly attributed to our Industry Specialists business unit and a limited number of Capital Markets loans. Even with this upward trend, nonaccrual loans remained at acceptable levels at both June 30, 2024, and December 31, 2023.

The increase in total delinquencies as a percentage of total loans during the first half of 2024 is a result of the increases in nonaccrual loans, as well as general upward movement in the number of loans 90 days or more past due.

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 as of June 30, 2024, and December 31, 2023, were adequately secured and in the process of collection, and as a result, were eligible to remain in accruing status.

The increase in other property owned is primarily due to loans with one Capital Markets client, which were nonperforming. The properties held as collateral for this client were transferred into other property owned during 2024. The properties are anticipated to be sold by the end of 2024.

### Allowance for Credit Losses on Loans

The allowance for credit losses on loans is an estimate of expected credit losses in our portfolio. We determine the appropriate level of allowance for credit losses on loans based on a disciplined process and methodology that incorporates expected probabilities of default and loss given default 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.

The required level of allowance for credit losses on loans is adjusted through the provision for credit losses expense. Provision for credit losses expense and loan recoveries increase the allowance, while reversals of provision for credit losses expense and loan charge-offs decrease the allowance. See the Provision for Credit Losses sub-section (within the Results of Operations section) for a discussion on the impact that the increases in the allowance for credit losses on loans had on the provision for credit losses expense during 2024.

#### Allowance for Credit Losses on Loans Coverage Ratios

As of:	June 30, 2024	December 31, 2023
Allowance for credit losses on loans as a percentage of:		
Loans	0.4%	0.3%
Nonaccrual loans	41.0%	36.4%
Total nonperforming loans	37.5%	31.5%

The total allowance for credit losses on loans was \$125.3 million at June 30, 2024, and \$75.6 million at December 31, 2023. The increase from December 31, 2023, was primarily related to deteriorating credit quality in adversely classified loans within our Industry Specialists business unit. See Nonperforming Assets sub-section above for more detail.

### LOANS HELD FOR SALE

We originate loans held for sale under our secondary market program, which is a rural residential mortgage program designed to provide qualified borrowers with options for competitive rate financing of rural homes in small towns or that are part of a hobby farm, pastureland, or tillable acreage. Loans closed under this rural residential mortgage program will be sold to and securitized by third-party investors, Farmer Mac and Federal Home Loan Mortgage Corporation (Freddie Mac).

We sold loans originated under this program in the secondary market totaling \$27.5 million through June 30, 2024, compared to \$11.2 million for the same period in 2023. As of June 30, 2024, we had loans held for sale of \$8.9 million, compared to \$16.1 million as of December 31, 2023.

### RESULTS OF OPERATIONS

#### Profitability Information

(dollars in thousands)

For the six months ended June 30,	2024	2023
Net income	\$ 253,789	\$ 238,171
Return on average assets	1.6%	1.6%
Return on average equity	10.2%	9.9%

Changes presented in the profitability information table relate directly to:

- Changes in net income discussed in this section
- Changes in assets discussed in the Loans Held to Maturity and Loans Held for Sale sections
- 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 six months ended June 30,	2024	2023		
Net interest income	\$ 379,749	\$ 349,308	\$	30,441
Provision for credit losses	58,828	60,795		1,967
Non-interest income	133,657	157,008		(23,351)
Non-interest expense	198,895	197,130		(1,765)
Provision for income taxes	1,894	10,220		8,326
Net income	<u>\$ 253,789</u>	<u>\$ 238,171</u>	<u>\$</u>	<u>15,618</u>

### Net Interest Income

#### Changes in Net Interest Income

(in thousands)		
For the six months ended June 30,	2024 vs 2023	
Changes in volume	\$	18,699
Changes in interest rates		17,668
Changes in asset securitization		76
Changes in nonaccrual interest income and other		(6,002)
Net change	<u>\$</u>	<u>30,441</u>

### Provision for Credit Losses

The "Provision for credit losses" in the Consolidated Statements of Comprehensive Income includes a provision for credit losses on loans as well as a provision for credit losses on unfunded commitments. The provision for credit losses on loans for the six months ended June 30, 2024, is based upon the calculated change in the allowance for credit losses on loans during the first half of 2024. See the Allowance for Credit Losses on Loans sub-section (in the Loans Held to Maturity section) for a discussion of the various factors contributing to the change in the allowance for credit losses on loans, which included our deteriorating credit quality in adversely classified loans within our Industry Specialists business unit and a limited number of loans within the Capital Markets business unit. The Industry Specialists loans were part of a new program launched in 2021 called AgTech Financing, offering real estate, operating, and term loans, along with leases, to ag retail partners at the point of sale. Over the past three years, we've materially adjusted our processes and credit standards for this program based on our learnings. We expect this stress to continue during the remainder of 2024, but is projected to ease for the second half of the year versus the first half.

### Non-Interest Income

The change in non-interest income was primarily due to patronage income. We may receive patronage from AgriBank and other Farm Credit institutions. Patronage distributions from AgriBank and other Farm Credit institutions are declared solely at the discretion of each institution's Board of Directors. AgriBank may distribute patronage in the form of cash or stock. All other patronage from other Farm Credit institutions is typically distributed in cash.

#### Patronage Income

(in thousands)		
For the six months ended June 30,	2024	2023
Patronage from AgriBank	\$ 58,008	\$ 85,525
AgDirect partnership distribution	2,916	2,631
Other patronage	546	70
Total patronage income	<u>\$ 61,470</u>	<u>\$ 88,226</u>

Patronage from AgriBank primarily includes wholesale patronage and asset pool program patronage. The decrease in patronage income was primarily due to the wholesale patronage income received from AgriBank being at a lower rate during the first half of 2024 compared to the same period of 2023.

### Provision for Income Taxes

The change in provision for income taxes was primarily related to our estimate of taxes based on taxable income.

## 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 September 30, 2025. 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. However, we maintain some exposure to interest rates, primarily from loans to customers which may not have a component of our line of credit with an exact repricing attribute. 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 sources of lendable funds are from equity and subordinated debt.

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 June 30, 2024, or December 31, 2023.

Total equity increased \$166.7 million from December 31, 2023, primarily due to net income for the period 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 9 in our 2023 Annual Report for a more complete description of these ratios.

**Regulatory Capital Requirements and Ratios**

As of:	June 30, 2024	December 31, 2023	Regulatory Minimums	Capital Conservation Buffer	Total
Risk-adjusted:					
Common equity tier 1 ratio	12.3%	12.6%	4.5%	2.5%	7.0%
Tier 1 capital ratio	12.7%	13.1%	6.0%	2.5%	8.5%
Total capital ratio	13.6%	14.1%	8.0%	2.5%	10.5%
Permanent capital ratio	13.4%	13.9%	7.0%	N/A	7.0%
Non-risk-adjusted:					
Tier 1 leverage ratio	12.6%	13.1%	4.0%	1.0%	5.0%
Unallocated retained earnings and equivalents leverage ratio	11.7%	11.9%	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 Loans Held to Maturity section, and off-balance sheet commitments, as disclosed in Note 13 in our 2023 Annual Report.

**CERTIFICATION**

The undersigned have reviewed the June 30, 2024, Quarterly Report of Compeer Financial, 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.



Stephanie Wise  
Chairperson of the Board  
Compeer Financial, ACA



Jase L. Wagner  
President and Chief Executive Officer  
Compeer Financial, ACA



Betsy Horton  
Chief Financial Officer  
Compeer Financial, ACA

August 7, 2024

# CONSOLIDATED STATEMENTS OF CONDITION

Compeer Financial, ACA  
(in thousands)

As of:	June 30, 2024	December 31, 2023
	<i>(Unaudited)</i>	
<b>ASSETS</b>		
Loans held to maturity	\$ 29,249,515	\$ 28,273,503
Allowance for credit losses on loans	125,295	75,630
Net loans held to maturity	29,124,220	28,197,873
Loans held for sale	8,908	16,091
Net loans	29,133,128	28,213,964
Cash	2,400	2,400
Investment securities	1,764,537	1,592,685
Assets held for lease, net	151,239	147,826
Accrued interest receivable	331,694	311,492
Investment in AgriBank, FCB	1,099,013	1,103,132
Premises and equipment, net	119,576	108,965
Other assets	432,601	419,583
Total assets	\$ 33,034,188	\$ 31,900,047
<b>LIABILITIES</b>		
Note payable to AgriBank, FCB	\$ 27,123,675	\$ 26,133,298
Subordinated debt	200,000	200,000
Accrued interest payable	265,598	242,969
Deferred tax liabilities, net	52,987	64,210
Patronage distribution payable	215,584	197,009
Other liabilities	144,034	196,985
Total liabilities	28,001,878	27,034,471
Contingencies and commitments (Note 4)		
<b>EQUITY</b>		
Preferred stock	100,000	100,000
Capital stock and participation certificates	50,709	47,280
Capital stock and participation certificates receivable	(39,715)	(34,078)
Additional paid-in capital	1,780,603	1,780,603
Allocated surplus	162,780	162,937
Unallocated surplus	2,984,901	2,816,109
Accumulated other comprehensive loss	(6,968)	(7,275)
Total equity	5,032,310	4,865,576
Total liabilities and equity	\$ 33,034,188	\$ 31,900,047

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

# CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME

Compeer Financial, ACA

(in thousands)

(Unaudited)

For the period ended June 30,	Three Months Ended		Six Months Ended	
	2024	2023	2024	2023
<b>Interest income</b>	\$ 458,349	\$ 394,274	\$ 901,916	\$ 762,389
<b>Interest expense</b>	267,640	217,017	522,167	413,081
Net interest income	190,709	177,257	379,749	349,308
<b>Provision for credit losses</b>	55,533	33,144	58,828	60,795
Net interest income after provision for credit losses	135,176	144,113	320,921	288,513
<b>Non-interest income</b>				
Patronage income	26,965	40,456	61,470	88,226
Net operating lease income	3,522	2,552	6,552	4,791
Financially related services income	11,102	13,909	25,651	29,484
Fee and other non-interest income	25,141	19,165	39,984	34,507
Total non-interest income	66,730	76,082	133,657	157,008
<b>Non-interest expense</b>				
Salaries and employee benefits	63,381	60,058	127,077	120,831
Farm Credit System insurance	6,401	10,467	12,644	20,785
Other operating expense	29,807	27,852	57,493	53,094
Other non-interest expense	1,158	1,067	1,681	2,420
Total non-interest expense	100,747	99,444	198,895	197,130
Income before income taxes	101,159	120,751	255,683	248,391
<b>(Benefit from) provision for income taxes</b>	(3,174)	3,717	1,894	10,220
Net income	\$ 104,333	\$ 117,034	\$ 253,789	\$ 238,171
<b>Other comprehensive income</b>				
Employee benefit plans activity	\$ 154	\$ 996	\$ 307	\$ 1,992
Total other comprehensive income	154	996	307	1,992
Comprehensive income	\$ 104,487	\$ 118,030	\$ 254,096	\$ 240,163

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

# CONSOLIDATED STATEMENTS OF CHANGES IN EQUITY

Compeer Financial, ACA

(in thousands)

(Unaudited)

	Preferred Stock	Capital Stock and Participation Certificates and Receivable, Net	Additional Paid-in Capital	Allocated Surplus	Unallocated Surplus	Accumulated Other Comprehensive Loss	Total Equity
Balance at December 31, 2022	\$ 200,000	\$ 19,633	\$ 1,780,603	\$ 215,380	\$ 2,487,557	\$ (11,424)	\$ 4,691,749
Cumulative effect of change in accounting principle	--	--	--	--	7,343	--	7,343
Net income	--	--	--	--	238,171	--	238,171
Other comprehensive income	--	--	--	--	--	1,992	1,992
Redemption of prior year allocated patronage	--	--	--	(250)	37	--	(213)
Preferred stock dividends	--	--	--	--	(5,812)	--	(5,812)
Other distributions	--	--	--	--	(4,860)	--	(4,860)
Unallocated surplus designated for patronage distributions	--	--	--	--	(75,000)	--	(75,000)
Capital stock and participation certificates issued	--	5,721	--	--	--	--	5,721
Capital stock and participation certificates retired	--	(1,508)	--	--	--	--	(1,508)
Additions to capital stock and participation certificates receivable, net	--	(8,329)	--	--	--	--	(8,329)
<b>Balance at June 30, 2023</b>	<b>\$ 200,000</b>	<b>\$ 15,517</b>	<b>\$ 1,780,603</b>	<b>\$ 215,130</b>	<b>\$ 2,647,436</b>	<b>\$ (9,432)</b>	<b>\$ 4,849,254</b>
Balance at December 31, 2023	\$ 100,000	\$ 13,202	\$ 1,780,603	\$ 162,937	\$ 2,816,109	\$ (7,275)	\$ 4,865,576
Cumulative effect of change in accounting principle	--	--	--	--	--	--	--
Net income	--	--	--	--	253,789	--	253,789
Other comprehensive income	--	--	--	--	--	307	307
Redemption of prior year allocated patronage	--	--	--	(157)	24	--	(133)
Preferred stock dividends	--	--	--	--	(2,438)	--	(2,438)
Other distributions	--	--	--	--	(6,500)	--	(6,500)
Unallocated surplus designated for patronage distributions	--	--	--	--	(76,083)	--	(76,083)
Capital stock and participation certificates issued	--	4,963	--	--	--	--	4,963
Capital stock and participation certificates retired	--	(1,534)	--	--	--	--	(1,534)
Additions to capital stock and participation certificates receivable, net	--	(5,637)	--	--	--	--	(5,637)
<b>Balance at June 30, 2024</b>	<b>\$ 100,000</b>	<b>\$ 10,994</b>	<b>\$ 1,780,603</b>	<b>\$ 162,780</b>	<b>\$ 2,984,901</b>	<b>\$ (6,968)</b>	<b>\$ 5,032,310</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 six months ended June 30, 2024, are not necessarily indicative of the results to be expected for the year ending December 31, 2024. 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, 2023 (2023 Annual Report).

#### Principles of Consolidation

The Consolidated Financial Statements present the consolidated financial results of Compeer Financial, ACA and its subsidiaries Compeer Financial, FLCA and Compeer Financial, 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.

Standard and effective date	Description	Adoption status and financial statement impact
In November 2023, the FASB issued Accounting Standards Update (ASU) 2023-07 "Segment Reporting (Topic 820): Improvements to Reportable Segment Disclosures." This guidance is effective for public entities for fiscal years beginning after December 31, 2023, and interim periods within fiscal years beginning after December 15, 2024. The guidance must be retroactively applied to all prior periods presented and early adoption is permitted; however, we do not intend to early adopt.	The standard requires enhanced disclosures related to the revenues, expenses, and assets of reportable segments. It also requires disclosure of the title and position of the chief operating decision maker and relevant metrics used to evaluate reportable segments. Even if a public entity has a single reportable segment, it is required to present all disclosures set forth in the standards and all existing segment disclosures.	We expect to adopt the standard for our fiscal year ending December 31, 2024. We are currently assessing the impact of this standard on our disclosures. The standard is not expected to have a material impact on our financial statements.
In December 2023, the FASB issued ASU 2023-09, "Income Taxes (Topic 740): Improvements to Income Tax Disclosures." This guidance is effective for public business entities for annual periods beginning after December 15, 2024.	This guidance requires more transparency about income tax information through improvements to income tax disclosures. The improvements applicable to our Association will require adding percentages and information by state jurisdiction to the rate reconciliation and income taxes paid disclosures.	We expect to adopt the standard as of January 1, 2025. The adoption of this guidance is not expected to have a material impact on our financial statements, but will modify certain disclosures.

### NOTE 2: LOANS HELD TO MATURITY AND ALLOWANCE FOR CREDIT LOSSES ON LOANS

Throughout Note 2 accrued interest receivable on loans of \$317.7 million at June 30, 2024, and \$290.8 million at December 31, 2023, has been excluded from the amortized cost of loans and is presented in "Accrued interest receivable" in the Consolidated Statements of Condition.

#### Loans by Type

(dollars in thousands)

As of:	June 30, 2024		December 31, 2023	
	Amortized Cost	%	Amortized Cost	%
Real estate mortgage	\$ 14,971,886	51.2%	\$ 14,413,534	51.0%
Production and intermediate-term	4,522,522	15.5%	4,809,634	17.0%
Agribusiness	6,235,179	21.3%	5,758,154	20.4%
Other	3,519,928	12.0%	3,292,181	11.6%
Total	\$ 29,249,515	100.0%	\$ 28,273,503	100.0%

The other category is composed of rural infrastructure, rural residential real estate, and agricultural export finance related loans as well as finance leases and certain assets characterized as mission related investments. Total loans include loans held to maturity and finance leases (hereinafter collectively referred to as loans).

## Credit Quality

Credit risk arises from the potential inability of a borrower to meet its payment obligation and exists in our outstanding loans, letters of credit, and unfunded loan commitments. We manage credit risk associated with our lending activities through an analysis of the credit risk profile of an individual borrower based on management established underwriting standards and board approved lending policies. The evaluation of the borrower's credit risk profile may include analysis of several factors including, but not limited to, credit history, repayment capacity, financial position, and collateral. Real estate mortgage loans must be secured by first liens on the real estate. As required by the Farm Credit Administration (FCA) Regulations, each institution that makes loans on a secured basis must have collateral evaluation policies and procedures. Real estate mortgage loans may be made only in amounts up to 85% of the original appraised value of the property taken as security or up to 97% of the appraised value if guaranteed by a state, federal, or other governmental agency. The actual loan to appraised value when loans are made is generally lower than the statutory maximum percentage. Loans other than real estate mortgage may be made on a secured or unsecured basis.

We use a two-dimensional risk rating model based on an internally generated combined System risk rating guidance that incorporates a 14-point probability of default rating scale to identify and track the probability of borrower default and a separate 6-point scale addressing loss given default. Probability of default is our assumption of the probability that a borrower will experience a default during the life of the loan. The loss given default is our assumption as to the anticipated principal loss on a specific loan assuming default occurs during the remaining life of the loan. A default is considered to have occurred if the lender believes the borrower will not be able to pay its obligation in full or the borrower or the loan is classified as nonaccrual. This credit risk rating process incorporates objective and subjective criteria to identify inherent strengths, weaknesses, and risks in a particular relationship. We review the probability of default category on at least an annual basis, or when a credit action is taken.

We utilize the FCA Uniform Classification System, which categorizes loans into five credit quality categories, based on their assigned probability of default rating. The categories are:

- Acceptable – loans are non-criticized loans representing the highest quality. They are expected to be fully collectible. This category is made up of the first nine probability of default ratings (ratings one through nine).
- 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 June 30, 2024, or December 31, 2023.

Each of the 14 probability of default rating categories carries a distinct percentage of default probability. The range between the probability of default percentages of ratings one through nine (all categorized as acceptable) is very narrow and would reflect almost no default to a minimal default probability. The probability of default rate grows more rapidly as a loan moves from the acceptable category to special mention, and grows significantly as a loan moves to a substandard (viable) level. A substandard (non-viable) rating indicates that the probability of default is almost certain.

### Credit Quality of Loans as a Percentage of Total Loans

As of June 30, 2024	Acceptable	Special Mention	Substandard/ Doubtful	Total
Real estate mortgage	95.4%	2.3%	2.3%	100.0%
Production and intermediate-term	91.7%	3.4%	4.9%	100.0%
Agribusiness	92.6%	3.4%	4.0%	100.0%
Other	96.8%	2.2%	1.0%	100.0%
Total	94.4%	2.7%	2.9%	100.0%
As of December 31, 2023	Acceptable	Special Mention	Substandard/ Doubtful	Total
Real estate mortgage	96.6%	1.1%	2.3%	100.0%
Production and intermediate-term	95.0%	1.6%	3.4%	100.0%
Agribusiness	94.1%	2.5%	3.4%	100.0%
Other	96.5%	2.8%	0.7%	100.0%
Total	95.8%	1.7%	2.5%	100.0%

**Credit Quality and Origination Year of Loans**

(in thousands)	Term Loans by Origination Year						Revolving Loans	Revolving Loans Converted to Term Loans	Total
	2024	2023	2022	2021	2020	Prior			
<b>Amortized Cost as of June 30, 2024</b>									
Real estate mortgage									
Acceptable	\$ 1,248,601	\$ 1,609,303	\$ 1,669,169	\$ 2,458,182	\$ 2,306,360	\$ 4,694,868	\$ 274,882	\$ 19,180	\$ 14,280,545
Special mention	11,370	23,694	53,386	54,399	71,574	103,317	23,649	--	341,389
Substandard/doubtful	702	12,477	77,914	84,977	47,653	96,351	27,844	2,034	349,952
Total real estate mortgage	\$ 1,260,673	\$ 1,645,474	\$ 1,800,469	\$ 2,597,558	\$ 2,425,587	\$ 4,894,536	\$ 326,375	\$ 21,214	\$ 14,971,886
Production and intermediate-term									
Acceptable	\$ 384,972	\$ 610,974	\$ 431,948	\$ 271,921	\$ 159,983	\$ 171,985	\$ 2,107,838	\$ 5,484	\$ 4,145,105
Special mention	16,396	17,282	5,688	3,969	3,031	1,453	106,393	175	154,387
Substandard/doubtful	6,796	24,175	14,562	5,700	9,869	6,608	140,717	14,603	223,030
Total production and intermediate-term	\$ 408,164	\$ 652,431	\$ 452,198	\$ 281,590	\$ 172,883	\$ 180,046	\$ 2,354,948	\$ 20,262	\$ 4,522,522
Agribusiness									
Acceptable	\$ 444,443	\$ 873,753	\$ 960,556	\$ 625,142	\$ 353,747	\$ 838,134	\$ 1,675,248	\$ 4,772	\$ 5,775,795
Special mention	152	578	56,887	53,180	30,064	4,731	65,126	--	210,718
Substandard/doubtful	17,041	3,295	54,137	76,310	15,404	27,911	53,743	825	248,666
Total agribusiness	\$ 461,636	\$ 877,626	\$ 1,071,580	\$ 754,632	\$ 399,215	\$ 870,776	\$ 1,794,117	\$ 5,597	\$ 6,235,179
Other									
Acceptable	\$ 385,995	\$ 1,041,562	\$ 722,315	\$ 355,013	\$ 162,471	\$ 634,661	\$ 100,883	\$ 2,405	\$ 3,405,305
Special mention	12,384	3,476	1,394	9,836	20,720	28,190	1,676	--	77,676
Substandard/doubtful	2,220	10,177	11,453	1,491	808	6,377	4,421	--	36,947
Total other	\$ 400,599	\$ 1,055,215	\$ 735,162	\$ 366,340	\$ 183,999	\$ 669,228	\$ 106,980	\$ 2,405	\$ 3,519,928
Total									
Acceptable	\$ 2,464,011	\$ 4,135,592	\$ 3,783,988	\$ 3,710,258	\$ 2,982,561	\$ 6,339,648	\$ 4,158,851	\$ 31,841	\$ 27,606,750
Special mention	40,302	45,030	117,355	121,384	125,389	137,691	196,844	175	784,170
Substandard/doubtful	26,759	50,124	158,066	168,478	73,734	137,247	226,725	17,462	858,595
Total	\$ 2,531,072	\$ 4,230,746	\$ 4,059,409	\$ 4,000,120	\$ 3,181,684	\$ 6,614,586	\$ 4,582,420	\$ 49,478	\$ 29,249,515

**Charge-offs for the Six Months Ended June 30, 2024**

Real estate mortgage	\$ --	\$ --	\$ --	\$ --	\$ --	\$ 3,028	\$ --	\$ --	\$ 3,028
Production and intermediate-term	--	16	892	141	304	2,579	261	417	4,610
Agribusiness	--	--	--	1,586	--	--	274	41	1,901
Other	--	--	--	34	--	65	--	--	99
Total	\$ --	\$ 16	\$ 892	\$ 1,761	\$ 304	\$ 5,672	\$ 535	\$ 458	\$ 9,638

Amortized Cost as of December 31, 2023	Term Loans by Origination Year						Revolving Loans	Revolving Loans Converted to Term Loans	Total
	2023	2022	2021	2020	2019	Prior			
Real estate mortgage									
Acceptable	\$ 1,905,549	\$ 1,787,748	\$ 2,516,003	\$ 2,403,502	\$ 878,388	\$ 4,101,303	\$ 308,895	\$ 20,074	\$ 13,921,462
Special mention	7,175	3,582	46,669	18,409	5,842	60,645	15,699	--	158,021
Substandard/doubtful	5,015	66,044	76,304	41,228	35,186	82,727	25,495	2,052	334,051
Total real estate mortgage	\$ 1,917,739	\$ 1,857,374	\$ 2,638,976	\$ 2,463,139	\$ 919,416	\$ 4,244,675	\$ 350,089	\$ 22,126	\$ 14,413,534
Production and intermediate-term									
Acceptable	\$ 784,899	\$ 483,139	\$ 308,217	\$ 201,894	\$ 71,723	\$ 131,645	\$ 2,582,187	\$ 5,577	\$ 4,569,281
Special mention	16,629	2,507	3,570	2,601	1,333	524	49,685	26	76,875
Substandard/doubtful	17,879	42,643	4,686	12,320	7,795	5,051	65,147	7,957	163,478
Total production and intermediate-term	\$ 819,407	\$ 528,289	\$ 316,473	\$ 216,815	\$ 80,851	\$ 137,220	\$ 2,697,019	\$ 13,560	\$ 4,809,634
Agribusiness									
Acceptable	\$ 860,814	\$ 1,115,235	\$ 667,863	\$ 362,188	\$ 217,908	\$ 681,232	\$ 1,510,568	\$ 5,210	\$ 5,421,018
Special mention	--	13,797	55,813	21,487	--	3,168	37,041	10,350	141,656
Substandard/doubtful	2,060	33,868	49,717	17,961	26,215	14,299	50,531	829	195,480
Total agribusiness	\$ 862,874	\$ 1,162,900	\$ 773,393	\$ 401,636	\$ 244,123	\$ 698,699	\$ 1,598,140	\$ 16,389	\$ 5,758,154
Other									
Acceptable	\$ 981,597	\$ 737,971	\$ 437,961	\$ 236,411	\$ 133,253	\$ 574,478	\$ 75,796	\$ 2,623	\$ 3,180,090
Special mention	2,948	711	9,708	45,231	87	30,454	1,466	--	90,605
Substandard/doubtful	3,751	10,959	1,195	559	389	2,323	2,310	--	21,486
Total other	\$ 988,296	\$ 749,641	\$ 448,864	\$ 282,201	\$ 133,729	\$ 607,255	\$ 79,572	\$ 2,623	\$ 3,292,181
Total									
Acceptable	\$ 4,532,859	\$ 4,124,093	\$ 3,930,044	\$ 3,203,995	\$ 1,301,272	\$ 5,488,658	\$ 4,477,446	\$ 33,484	\$ 27,091,851
Special mention	26,752	20,597	115,760	87,728	7,262	94,791	103,891	10,376	467,157
Substandard/doubtful	28,705	153,514	131,902	72,068	69,585	104,400	143,483	10,838	714,495
Total	\$ 4,588,316	\$ 4,298,204	\$ 4,177,706	\$ 3,363,791	\$ 1,378,119	\$ 5,687,849	\$ 4,724,820	\$ 54,698	\$ 28,273,503

**Charge-offs for the Six Months Ended June 30, 2023**

Production and intermediate-term	\$ 24	\$ 472	\$ --	\$ 77	\$ 10	\$ 268	\$ 289	\$ --	\$ 1,140
Other	--	--	--	--	809	--	--	--	809
Total	\$ 24	\$ 472	\$ --	\$ 77	\$ 819	\$ 268	\$ 289	\$ --	\$ 1,949

## Delinquency

### Aging Analysis of Loans at Amortized Cost

(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
<b>As of June 30, 2024</b>						
Real estate mortgage	\$ 187,006	\$ 49,024	\$ 236,030	\$ 14,735,856	\$ 14,971,886	\$ 1,883
Production and intermediate-term	34,765	89,303	124,068	4,398,454	4,522,522	965
Agribusiness	13,136	40,502	53,638	6,181,541	6,235,179	--
Other	5,956	28,180	34,136	3,485,792	3,519,928	25,879
Total	\$ 240,863	\$ 207,009	\$ 447,872	\$ 28,801,643	\$ 29,249,515	\$ 28,727

(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
<b>As of December 31, 2023</b>						
Real estate mortgage	\$ 111,561	\$ 19,183	\$ 130,744	\$ 14,282,790	\$ 14,413,534	\$ --
Production and intermediate-term	36,962	25,126	62,088	4,747,546	4,809,634	1,461
Agribusiness	10,903	22,759	33,662	5,724,492	5,758,154	--
Other	3,261	32,444	35,705	3,256,476	3,292,181	30,874
Total	\$ 162,687	\$ 99,512	\$ 262,199	\$ 28,011,304	\$ 28,273,503	\$ 32,335

## Nonaccrual Loans

### Nonaccrual Loans Information

(in thousands)	For the Six Months Ended		
	As of June 30, 2024		June 30, 2024
	Amortized Cost	Amortized Cost Without Allowance	Interest Income Recognized (Reversed)
Nonaccrual loans:			
Real estate mortgage	\$ 93,193	\$ 77,435	\$ 843
Production and intermediate-term	109,096	20,026	(4,483)
Agribusiness	95,629	3,979	--
Other	7,905	3,313	18
Total	\$ 305,823	\$ 104,753	\$ (3,622)

(in thousands)	For the Six Months Ended		
	As of December 31, 2023		June 30, 2023
	Amortized Cost	Amortized Cost Without Allowance	Interest Income Recognized
Nonaccrual loans:			
Real estate mortgage	\$ 96,298	\$ 62,919	\$ 2,024
Production and intermediate-term	50,546	26,709	1,302
Agribusiness	54,289	1,622	--
Other	6,569	1,769	28
Total	\$ 207,702	\$ 93,019	\$ 3,354

Reversals of interest income on loans that transferred to nonaccrual status were \$3.9 million for the six months ended June 30, 2024, and were not material for the six months ended June 30, 2023.

## Loan Modifications Granted to Borrowers Experiencing Financial Difficulty

Included within our loans are loan modifications; some of which are granted to borrowers experiencing financial difficulty. Modifications are one or a combination of principal forgiveness, interest rate reduction, other-than-insignificant term extension, or other-than-insignificant payment deferrals. Principal forgiveness may relate to loans charged-off in prior periods. Other-than-insignificant term extensions are defined as those greater than or equal to six months. Covenant waivers and modifications of contingent acceleration clauses are not considered term extensions. Other-than-insignificant payment deferrals are defined as cumulative or individual payment delays greater than or equal to six months.

**Loan Modifications at Amortized Cost<sup>1</sup>**

(dollars in thousands)	Interest Rate	Term Extension	Payment Deferral	Combination - Interest Rate Reduction and Term Extension	Combination - Term Extension and Payment Deferral	Total	Percentage of Total Loans
<b>For the six months ended June 30, 2024</b>	<b>Reduction</b>	<b>Extension</b>	<b>Deferral</b>	<b>Term Extension</b>	<b>Deferral</b>	<b>Total</b>	<b>Loans</b>
Real estate mortgage	\$ 588	\$ 3,012	\$ 5,658	\$ --	\$ --	\$ 9,258	0.03%
Production and intermediate-term	1,121	39,402	403	5,130	4,910	50,966	0.17%
Agribusiness	221	16,856	--	--	--	17,077	0.06%
<b>Total</b>	<b>\$ 1,930</b>	<b>\$ 59,270</b>	<b>\$ 6,061</b>	<b>\$ 5,130</b>	<b>\$ 4,910</b>	<b>\$ 77,301</b>	<b>0.26%</b>

Loan modifications granted as a percentage of total loans

0.01%    0.18%    0.02%    0.02%    0.02%    0.26%

(dollars in thousands)	Interest Rate	Term Extension	Payment Deferral	Combination - Interest Rate Reduction and Term Extension	Combination - Term Extension and Payment Deferral	Total	Percentage of Total Loans
<b>For the six months ended June 30, 2023</b>	<b>Reduction</b>	<b>Extension</b>	<b>Deferral</b>	<b>Term Extension</b>	<b>Deferral</b>	<b>Total</b>	<b>Loans</b>
Real estate mortgage	\$ 912	\$ 5,795	\$ --	\$ --	\$ --	\$ 6,707	0.02%
Production and intermediate-term	--	39,582	--	19	--	39,601	0.15%
Agribusiness	--	41,459	--	--	--	41,459	0.15%
<b>Total</b>	<b>\$ 912</b>	<b>\$ 86,836</b>	<b>\$ --</b>	<b>\$ 19</b>	<b>\$ --</b>	<b>\$ 87,767</b>	<b>0.32%</b>

Loan modifications granted as a percentage of total loans

0.00%    0.32%    --    0.00%    --    0.32%

<sup>1</sup>Excludes loans that were modified during the period, but were paid off or sold prior to period end.

**Financial Effect of Loan Modifications**

	Weighted Average Interest Rate Reduction (%)	Weighted Average Term Extension (months)	Weighted Average Payment Deferral (months)	Principal Forgiveness (\$ in thousands)
<b>For the six months ended June 30, 2024</b>				
<b>Real estate mortgage</b>				
Interest rate reduction	4.2%			
Term extension		33		
Payment deferral			11	
Principal forgiveness				3,453
<b>Production and intermediate-term</b>				
Interest rate reduction	4.5%			
Term extension		8		
Payment deferral			9	
Principal forgiveness				16,083
Combination - interest rate reduction and term extension	5.8%	26		
Combination - term extension and payment deferral		11	9	
Combination - term extension and principal forgiveness		85		1
<b>Agribusiness</b>				
Interest rate reduction	2.0%			
Term extension		32		
Principal forgiveness				40,474
<b>Other</b>				
Principal forgiveness				73

For the six months ended June 30, 2023	Weighted Average Interest Rate Reduction (%)	Weighted Average Term Extension (months)	Weighted Average Payment Deferral (months)	Principal Forgiveness (\$ in thousands)
Real estate mortgage				
Interest rate reduction	0.4%			
Term extension		14		
Principal forgiveness				107
Production and intermediate-term				
Term extension		2		
Principal forgiveness				699
Combination - interest rate reduction and term extension	1.2%	36		
Agribusiness				
Term extension		6		

The following table presents the amortized cost of loans to borrowers experiencing financial difficulty that defaulted during the six months ended June 30, 2024, in which the modifications were within twelve months preceding the default. There were no loans to borrowers experiencing financial difficulty that defaulted during the six months ended June 30, 2023, in which the modifications were within twelve months preceding the default.

#### Loan Modifications that Subsequently Defaulted<sup>1</sup>

(in thousands)	Term Extension	Payment Deferral	Combination - Term Extension and Payment Deferral
<b>For the six months ended June 30, 2024</b>			
Production and intermediate-term	\$ 4,074	\$ 445	\$ 101
Agribusiness	8,198	--	--
Total	\$ 12,272	\$ 445	\$ 101

The following table presents the payment status at amortized cost of loans that have been modified for borrowers experiencing financial difficulty within twelve months of the respective reporting period.

#### Payment Status of Loan Modifications<sup>1</sup>

(in thousands)	Not Past Due or Less Than 30 Days Past Due	30-89 Days Past Due	90 Days or More Past Due	Total
<b>As of June 30, 2024</b>				
Real estate mortgage	\$ 16,019	\$ --	\$ 1,835	\$ 17,854
Production and intermediate-term	67,316	2,083	1,828	71,227
Agribusiness	19,056	--	--	19,056
Total	\$ 102,391	\$ 2,083	\$ 3,663	\$ 108,137
<b>As of June 30, 2023</b>				
Real estate mortgage	\$ 5,467	\$ 1,240	\$ --	\$ 6,707
Production and intermediate-term	37,751	913	937	39,601
Agribusiness	26,121	15,338	--	41,459
Total	\$ 69,339	\$ 17,491	\$ 937	\$ 87,767

<sup>1</sup>Excludes loans that were modified during the period, but were paid off or sold prior to period end.

Accrued interest receivable related to loan modifications granted to borrowers experiencing financial difficulty was not material at June 30, 2024, or 2023.

Additional commitments were \$18.3 million at June 30, 2024, and \$16.0 million at December 31, 2023, to lend to borrowers experiencing financial difficulty whose loans were modified during the six months ended June 30, 2024, and during the year ended December 31, 2023, respectively.

#### Allowance for Credit Losses

Our loan portfolio is divided into segments primarily based on loan type which are the segments used to estimate the allowance for credit losses. As our lending authorities limit the types of loans we can originate, our portfolio is concentrated in the agriculture sector. The credit risk associated with each of our portfolio segments includes a strong correlation to agricultural commodity prices and input costs. Specifically for our real estate mortgage segment, the value of agricultural land that serves as collateral is a key risk characteristic. Additionally, unemployment rates and gross domestic product levels are additional key

risk characteristics attributable to our portfolio. We consider these characteristics, among others, in assigning internal risk ratings and forecasting credit losses on our loan portfolio and related unfunded commitments.

We develop our reasonable and supportable forecast by considering and utilizing a multitude of macroeconomic variables. The key macroeconomic variables that most significantly affect our estimate of the allowance for credit losses on loans and unfunded commitments include the following: cash receipts for corn, soybeans, dairy, and swine; selected input costs for producers (land cash rents and prices of seed, fertilizer, and feed); net farm income; U.S. real gross domestic product; Dow Jones total stock market index; civilian unemployment rates; consumer price index; housing price index; agricultural land values; and interest rates (prime and conventional mortgage rates).

We consider multiple macroeconomic scenarios in the estimate of the allowance for credit losses on loans and unfunded commitments which include base, adverse, and positive scenarios. The adverse scenario includes macroeconomic factors reflecting downside potential relative to the base scenario. The positive scenario includes potential upside in the macroeconomic factors above the base scenario. As of June 30, 2024, we utilized only the base scenario in determining our estimate of the allowance for credit losses on loans and unfunded commitments. Subsequent changes in the macroeconomic forecasts will be reflected in the provision for credit losses in future periods.

#### Changes in Allowance for Credit Losses

(in thousands)		2024	2023
Six months ended June 30,			
<b>Allowance for Credit Losses on Loans</b>			
Balance at beginning of period		\$ 75,630	\$ 52,663
Cumulative effect of change in accounting principle		--	(14,328)
Provision for credit losses on loans		58,541	60,063
Loan recoveries		762	190
Loan charge-offs		(9,638)	(1,949)
Balance at end of period		\$ 125,295	\$ 96,639
<b>Allowance for Credit Losses on Unfunded Commitments</b>			
Balance at beginning of period		\$ 8,617	\$ --
Cumulative effect of change in accounting principle		--	4,192
Provision for credit losses on unfunded commitments		287	732
Balance at end of period		\$ 8,904	\$ 4,924
Total allowance for credit losses		\$ 134,199	\$ 101,563

The change in the allowance for credit losses on loans from December 31, 2023, was primarily related to deteriorating credit quality in adversely classified loans within our Industry Specialists business unit and a limited number of loans within the Capital Markets business unit. The Industry Specialists loans were part of a new program launched in 2021 called AgTech Financing, offering real estate, operating, and term loans, along with leases, to ag retail partners at the point of sale. Over the past three years, we've materially adjusted our processes and credit standards for this program based on our learnings. We expect this stress to continue during the remainder of 2024, but is projected to ease for the second half of the year versus the first half.

### NOTE 3: INVESTMENT SECURITIES

We held investment securities of \$1.8 billion at June 30, 2024, and \$1.6 billion at December 31, 2023. Our investment securities consisted of:

- Mortgage-backed securities (MBS) issued by the Federal Agricultural Mortgage Corporation (Farmer Mac) or guaranteed by the Small Business Administration (SBA) or by the United States Department of Agriculture (USDA)
- Asset-backed securities (ABS) guaranteed by SBA or USDA
- Municipal revenue bonds and corporate debt securities (Bonds)

The investment securities have been classified as held-to-maturity. MBS are generally longer-term investments and ABS are generally shorter-term investments. Farmer Mac guaranteed investments are typically MBS while SBA and USDA guaranteed investments may be comprised of either MBS or ABS. All of our investment securities, except \$77.0 million at June 30, 2024, compared to \$60.2 million at December 31, 2023, were fully guaranteed by Farmer Mac, SBA, or USDA. Premiums paid to purchase the investments are not guaranteed and are amortized as a reduction of interest income.

There was no allowance for credit losses on investment securities at June 30, 2024, or December 31, 2023.

#### Additional Investment Securities Information

(dollars in thousands)	Amortized	Unrealized	Unrealized	Fair	Weighted
As of June 30, 2024	Cost	Gains	Losses	Value	Average
MBS and bonds	\$ 682,557	\$ 1,221	\$ (62,634)	\$ 621,144	4.3%
ABS	1,081,980	1,657	(21,532)	1,062,105	6.0%
Total	\$ 1,764,537	\$ 2,878	\$ (84,166)	\$ 1,683,249	5.4%

As of December 31, 2023	Amortized Cost	Unrealized Gains	Unrealized Losses	Fair Value	Weighted Average Yield
MBS and bonds	\$ 662,622	\$ 1,746	\$ (56,829)	\$ 607,539	4.0%
ABS	930,063	1,168	(21,110)	910,121	5.6%
Total	<u>\$ 1,592,685</u>	<u>\$ 2,914</u>	<u>\$ (77,939)</u>	<u>\$ 1,517,660</u>	4.9%

Accrued interest receivable on investment securities is presented in "Accrued interest receivable" in the Consolidated Statements of Condition and was \$14.0 million at June 30, 2024, and \$20.7 million at December 31, 2023.

Investment income is recorded in "Interest income" in the Consolidated Statements of Comprehensive Income and totaled \$43.2 million and \$32.1 million for the six months ended June 30, 2024, and 2023, respectively.

#### Contractual Maturities of Investment Securities

(in thousands) As of June 30, 2024	Amortized Cost
Less than one year	\$ 8,388
One to five years	69,449
Five to ten years	489,044
More than ten years	1,197,656
Total	<u>\$ 1,764,537</u>

Actual maturity of the investment securities may be less than contractual maturity due to prepayments.

#### NOTE 4: 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 13 in our 2023 Annual Report for additional detail regarding contingencies and commitments.

#### NOTE 5: 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 2023 Annual Report for a more complete description of the three input levels.

##### Recurring Basis

The following represents a summary of the assets, valuation techniques, and inputs used to measure fair value on a recurring basis:

**Loans Held For Sale:** The loans held for sale portfolio is held at fair value. Fair value is based on quoted market prices, where available, or the prices for other similar mortgage loans with similar characteristics. As necessary, these prices are adjusted for typical securitization activities, including servicing value, portfolio composition, market conditions, and liquidity. We had loans held for sale of \$8.9 million and \$16.1 million as of June 30, 2024, and December 31, 2023, respectively, which were valued using Level 3 inputs. There were no fair value gains or losses related to these loans for the six months ended June 30, 2024, or 2023.

##### Non-Recurring Basis

We may also be required, from time to time, to measure certain assets at fair value on a non-recurring basis. The following represents a summary of the assets, valuation techniques, and inputs used to measure fair value on a non-recurring basis:

**Loans Held to Maturity:** Represents the carrying amount of loans evaluated individually for credit losses and 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 costs 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.



**Other Property Owned:** Represents the fair value of foreclosed assets measured based on the collateral value, which is generally determined using appraisals, or other indications based on sales of similar properties. 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 property and other matters, they are classified as Level 3.

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

(in thousands)

<b>As of June 30, 2024</b>	Fair Value Measurement Using			Total Fair Value
	Level 1	Level 2	Level 3	
Loans held to maturity	\$ --	\$ --	\$ 122,083	\$ 122,083
Other property owned	--	--	10,875	10,875
<b>As of December 31, 2023</b>				
	Fair Value Measurement Using			Total Fair Value
	Level 1	Level 2	Level 3	
Loans held to maturity	\$ --	\$ --	\$ 79,634	\$ 79,634
Other property owned	--	--	1,486	1,486

**NOTE 6: SUBSEQUENT EVENTS**

We have evaluated subsequent events through August 7, 2024, 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.