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## MANAGEMENT'S DISCUSSION AND ANALYSIS

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The following commentary reviews the consolidated financial condition and consolidated results of operations of FCS Financial, ACA and its subsidiaries, FCS Financial, FLCA and FCS 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.

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

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## FORWARD-LOOKING INFORMATION

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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.

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## AGRICULTURAL AND ECONOMIC CONDITIONS

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Corn and soybean prices have continued to trend lower leading into harvest due to large increases in grain stocks and excellent production conditions in 2024. Crop conditions remain above average, with the United States Department of Agriculture (USDA) National Agricultural Statistics Service reporting corn and soybean ratings in Missouri at 84% and 70% good-to-excellent as of September 30, 2024, respectively. Corn and soybean stocks as of September 1, 2024, rose by 29% compared to a year ago after a record-setting United States (U.S.) corn harvest in 2023. The USDA estimates the 2024 soybean crop will be the largest ever, while the corn crop will be the second largest on record.

Cattle prices remain historically strong despite softening after peaking in July 2024. The U.S. beef cow herd remains at an all-time low following a multi-year drought and demand is resilient despite consumers experiencing economic stress. After experiencing drought in 2022 and 2023, Missouri saw above-average precipitation through mid-July 2024, however, rainfall has decreased since that time with more than 70% of the state classified as abnormally dry at the end of September 2024, including 26% in drought. The areas of drought classified as moderate or severe were primarily in the western and southwestern portions of the state.

The USDA revised its farm income forecast in September 2024 to reflect a \$6.5 billion (4.4%) decline from 2023, following a 19.5% decline from 2022 to 2023. The continued decline is highlighted by reduced crop receipts, record costs for labor, interest, and taxes, along with reduced government support. The forecast projects livestock receipts to increase by 7.1% due to strong prices in the cattle sector. Farmer sentiment fell to its lowest levels since 2016 according to the Purdue University/CME Group Ag Economy Barometer due to weak farm income expectations as a result of low commodity prices and high input costs, paired with a lack of confidence in the future of U.S. agricultural exports.

Headline inflation moved closer to the Federal Reserve's 2% target, coming in at 2.5% in August, while core inflation came in at 3.2%. The Federal Reserve cut the benchmark federal funds rate by 50 basis points in September 2024, which was the first interest rate cut in four years. Markets would indicate the potential for continued rate cuts in the near term. The Farm Bill expired September 30, 2024, with action from Congress unlikely until after the November 2024 elections. While funding will remain through year-end, the uncertainty creates challenges as farmers prepare for upcoming agricultural seasons in a challenging agriculture economy.

## LOAN PORTFOLIO

### Loan Portfolio

Total loans were \$6.6 billion as of September 30, 2024, an increase of \$573.9 million from December 31, 2023. The increase was primarily due to growth across all segments of the portfolio.

### Portfolio Credit Quality

The credit quality of our portfolio declined from December 31, 2023. Adversely classified loans increased to 2.2% of the portfolio as of September 30, 2024, from 1.8% of the portfolio as of 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, government agency guarantee programs are used to reduce the risk of loss. As of September 30, 2024, \$308.6 million of our loans were substantially guaranteed under these government programs.

### Nonperforming Assets

#### Components of Nonperforming Assets

(dollars in thousands) As of:	September 30, 2024	December 31, 2023
Loans:		
Nonaccrual	\$29,244	\$16,637
Accruing loans 90 days or more past due	--	289
Total nonperforming loans	29,244	16,926
Other property owned	1,166	68
Total nonperforming assets	\$30,410	\$16,994
Total nonperforming loans as a percentage of total loans	0.4%	0.3%
Nonaccrual loans as a percentage of total loans	0.4%	0.3%
Current nonaccrual loans as a percentage of total nonaccrual loans	89.4%	57.3%
Total delinquencies as a percentage of total loans <sup>1</sup>	0.3%	0.2%

<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.

The increase in nonaccrual loans was primarily due to loans within our Capital Markets portfolio that transferred to nonaccrual. Nonaccrual loans remained at an acceptable level as of September 30, 2024, and December 31, 2023.

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 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.

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

As of:	September 30, 2024	December 31, 2023
Allowance for credit losses on loans as a percentage of:		
Loans	0.2%	0.2%
Nonaccrual loans	53.1%	67.1%
Total nonperforming loans	53.1%	65.9%

Total allowance for credit losses on loans was \$15.5 million as of September 30, 2024, and \$11.2 million as of December 31, 2023. The increase from December 31, 2023, was primarily related to specific reserves established on loans within our Capital Markets portfolio during the first nine months of 2024.

## INVESTMENT SECURITIES

In addition to loans, we held investment securities beginning the third quarter of 2024. Investment securities totaled \$41.2 million at September 30, 2024. Our investment securities consisted of securities containing loans guaranteed by the Small Business Administration (SBA). All of our investment securities were fully guaranteed by the SBA at September 30, 2024.

Additional investment securities information is included in Note 3 to the accompanying Consolidated Financial Statements.

## RESULTS OF OPERATIONS

### Profitability Information

(dollars in thousands)

For the nine months ended September 30,	2024	2023
Net income	\$97,691	\$90,313
Return on average assets	1.9%	1.9%
Return on average members' equity	10.6%	10.5%

Changes presented in the profitability information table relate directly to:

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

### Changes in Significant Components of Net Income

(in thousands)			Increase (decrease) in net income
For the nine months ended September 30,	2024	2023	
Net interest income	\$126,995	\$121,946	\$5,049
Provision for credit losses	8,144	5,149	(2,995)
Non-interest income	36,194	31,091	5,103
Non-interest expense	57,110	57,152	42
Provision for income taxes	244	423	179
Net income	\$97,691	\$90,313	\$7,378

## 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 reversal of credit losses on unfunded commitments. The change in provision for credit losses is primarily due to specific reserves established on loans within our Capital Markets portfolio.

## Non-Interest Income

The change in non-interest income was primarily due to fee income and other non-interest income.

**Fee Income:** The increase in fee income was primarily driven by origination fees from new business in addition to undisbursed commitment fees throughout our portfolio in the first nine months of 2024.

**Other Non-Interest Income:** The increase in other non-interest income was primarily due to our share of the Allocated Insurance Reserve Accounts (AIRA) distribution received from the Farm Credit System Insurance Corporation (FCSIC) of \$1.7 million in the second quarter of 2024. The AIRA was established by FCSIC when premiums collected increased the level of the Farm Credit Insurance Fund beyond the required 2% of insured debt. There was no AIRA distribution in 2023. Refer to the 2023 Annual Report for additional information about the FCSIC.

## 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, 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 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 as of September 30, 2024, or December 31, 2023.

Total members' equity increased \$65.7 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 6 in our 2023 Annual Report for a more complete description of these ratios.

#### Regulatory Capital Requirements and Ratios

As of:	September 30, 2024	December 31, 2023	Regulatory Minimums	Capital Conservation Buffer	Total
Risk-adjusted:					
Common equity tier 1 ratio	14.5%	15.5%	4.5%	2.5%	7.0%
Tier 1 capital ratio	14.5%	15.5%	6.0%	2.5%	8.5%
Total capital ratio	14.7%	15.7%	8.0%	2.5%	10.5%
Permanent capital ratio	14.5%	15.6%	7.0%	N/A	7.0%
Non-risk-adjusted:					
Tier 1 leverage ratio	15.4%	16.7%	4.0%	1.0%	5.0%
Unallocated retained earnings and equivalents leverage ratio	15.3%	16.5%	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 2023 Annual Report.

#### CERTIFICATION

The undersigned have reviewed the September 30, 2024, Quarterly Report of FCS 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.



Kenneth Bergmann  
Chairperson of the Board  
FCS Financial, ACA



Robert Guinn  
Chief Executive Officer  
FCS Financial, ACA



Rick Krueger  
Chief Financial Officer  
FCS Financial, ACA

November 7, 2024

# CONSOLIDATED STATEMENTS OF CONDITION

FCS Financial, ACA  
(in thousands)

As of:	September 30, 2024	December 31, 2023
	<i>(Unaudited)</i>	
<b>ASSETS</b>		
Loans	\$6,605,401	\$6,031,485
Allowance for credit losses on loans	15,540	11,158
Net loans	6,589,861	6,020,327
Investment in AgriBank, FCB	243,950	224,516
Investment securities	41,237	--
Accrued interest receivable	96,607	70,775
Other assets	115,629	103,406
Total assets	\$7,087,284	\$6,419,024
<b>LIABILITIES</b>		
Note payable to AgriBank, FCB	\$5,691,551	\$5,080,272
Accrued interest payable	56,873	45,329
Deferred tax liabilities, net	1,096	1,134
Patronage distribution payable	32,548	45,230
Other liabilities	47,951	55,468
Total liabilities	5,830,019	5,227,433
Contingencies and commitments (Note 4)		
<b>MEMBERS' EQUITY</b>		
Protected members' equity	1	1
Capital stock and participation certificates	12,449	12,280
Unallocated surplus	1,245,511	1,180,107
Accumulated other comprehensive loss	(696)	(797)
Total members' equity	1,257,265	1,191,591
Total liabilities and members' equity	\$7,087,284	\$6,419,024

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

# CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME

FCS Financial, ACA

(in thousands)

(Unaudited)

For the period ended September 30,	Three Months Ended		Nine Months Ended	
	2024	2023	2024	2023
<b>Interest income</b>	<b>\$99,745</b>	\$87,348	<b>\$284,176</b>	\$249,114
<b>Interest expense</b>	<b>56,858</b>	45,418	<b>157,181</b>	127,168
Net interest income	<b>42,887</b>	41,930	<b>126,995</b>	121,946
<b>Provision for credit losses</b>	<b>3,955</b>	(2,036)	<b>8,144</b>	5,149
Net interest income after provision for credit losses	<b>38,932</b>	43,966	<b>118,851</b>	116,797
<b>Non-interest income</b>				
Patronage income	<b>7,782</b>	7,951	<b>23,507</b>	22,709
Financially related services income	<b>1,833</b>	1,448	<b>2,354</b>	1,982
Fee income	<b>2,797</b>	2,358	<b>8,476</b>	6,215
Other non-interest income	<b>41</b>	28	<b>1,857</b>	185
Total non-interest income	<b>12,453</b>	11,785	<b>36,194</b>	31,091
<b>Non-interest expense</b>				
Salaries and employee benefits	<b>9,602</b>	8,995	<b>28,968</b>	27,148
Other operating expense	<b>9,654</b>	9,648	<b>27,585</b>	27,798
Other non-interest expense	<b>173</b>	2,194	<b>557</b>	2,206
Total non-interest expense	<b>19,429</b>	20,837	<b>57,110</b>	57,152
Income before income taxes	<b>31,956</b>	34,914	<b>97,935</b>	90,736
<b>Provision for income taxes</b>	<b>6</b>	60	<b>244</b>	423
Net income	<b>\$31,950</b>	\$34,854	<b>\$97,691</b>	\$90,313
<b>Other comprehensive income (loss)</b>				
Employee benefit plans activity	<b>\$34</b>	(\$882)	<b>\$101</b>	(\$882)
Total other comprehensive income (loss)	<b>34</b>	(882)	<b>101</b>	(882)
Comprehensive income	<b>\$31,984</b>	\$33,972	<b>\$97,792</b>	\$89,431

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

## CONSOLIDATED STATEMENTS OF CHANGES IN MEMBERS' EQUITY

FCS Financial, ACA

(in thousands)

(Unaudited)

	Protected Members' Equity	Capital Stock and Participation Certificates	Unallocated Surplus	Accumulated Other Comprehensive Loss	Total Members' Equity
Balance at December 31, 2022	\$3	\$12,310	\$1,098,652	\$ --	\$1,110,965
Cumulative effect of change in accounting principle	--	--	5,891	--	5,891
Net income	--	--	90,313	--	90,313
Other comprehensive loss	--	--	--	(882)	(882)
Unallocated surplus designated for patronage distributions	--	--	(33,707)	--	(33,707)
Capital stock and participation certificates issued	--	542	--	--	542
Capital stock and participation certificates retired	--	(605)	--	--	(605)
<b>Balance at September 30, 2023</b>	<b>\$3</b>	<b>\$12,247</b>	<b>\$1,161,149</b>	<b>(\$882)</b>	<b>\$1,172,517</b>
Balance at December 31, 2023	\$1	\$12,280	\$1,180,107	(\$797)	\$1,191,591
Net income	--	--	97,691	--	97,691
Other comprehensive income	--	--	--	101	101
Unallocated surplus designated for patronage distributions	--	--	(32,287)	--	(32,287)
Capital stock and participation certificates issued	--	737	--	--	737
Capital stock and participation certificates retired	--	(568)	--	--	(568)
<b>Balance at September 30, 2024</b>	<b>\$1</b>	<b>\$12,449</b>	<b>\$1,245,511</b>	<b>(\$696)</b>	<b>\$1,257,265</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 nine months ended September 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.

#### Principles of Consolidation

The Consolidated Financial Statements present the consolidated financial results of FCS Financial, ACA and its subsidiaries FCS Financial, FLCA and FCS 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 standard 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 December 2023, the FASB issued Accounting Standards Update 2023-09, "Income Taxes (Topic 740): Improvements to Income Tax Disclosures." This guidance is effective for annual periods beginning after December 15, 2025.	This guidance requires more transparency about income tax information through improvements to income tax disclosures. The improvements applicable to our Association will require adding information by state jurisdiction to the rate reconciliation and income taxes paid disclosures.	We expect to adopt the standard as of January 1, 2026. 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 AND ALLOWANCE FOR CREDIT LOSSES ON LOANS

Throughout Note 2 accrued interest receivable on loans of \$96.2 million as of September 30, 2024, and \$70.8 million as of 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:	September 30, 2024		December 31, 2023	
	Amortized Cost	%	Amortized Cost	%
Real estate mortgage	\$3,730,635	56.5%	\$3,453,988	57.2%
Production and intermediate-term	878,628	13.3%	819,736	13.6%
Agribusiness	1,435,671	21.7%	1,242,034	20.6%
Other	560,467	8.5%	515,727	8.6%
Total	\$6,605,401	100.0%	\$6,031,485	100.0%

The other category is primarily composed of rural infrastructure related loans and other diversified industries in our Capital Markets portfolio.

#### Delinquency

##### Aging Analysis of Loans at Amortized Cost

(in thousands) As of September 30, 2024	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
	Real estate mortgage	\$2,711	\$933	\$3,644	\$3,726,991	\$3,730,635
Production and intermediate-term	15,126	659	15,785	862,843	878,628	--
Agribusiness	--	1,345	1,345	1,434,326	1,435,671	--
Other	1,817	--	1,817	558,650	560,467	--
Total	\$19,654	\$2,937	\$22,591	\$6,582,810	\$6,605,401	\$ --



As of December 31, 2023	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
Real estate mortgage	\$1,600	\$4,986	\$6,586	\$3,447,402	\$3,453,988	\$ --
Production and intermediate-term	1,264	1,558	2,822	816,914	819,736	289
Agribusiness	1,693	3	1,696	1,240,338	1,242,034	--
Other	162	--	162	515,565	515,727	--
<b>Total</b>	<b>\$4,719</b>	<b>\$6,547</b>	<b>\$11,266</b>	<b>\$6,020,219</b>	<b>\$6,031,485</b>	<b>\$289</b>

## Nonaccrual Loans

### Nonaccrual Loans Information

(in thousands)	For the Nine Months Ended		
	As of September 30, 2024		September 30, 2024
	Amortized Cost	Amortized Cost Without Allowance	Interest Income Recognized
Nonaccrual loans:			
Real estate mortgage	\$4,176	\$3,299	\$506
Production and intermediate-term	1,395	992	84
Agribusiness	22,376	8,502	2
Other	1,297	236	8
<b>Total</b>	<b>\$29,244</b>	<b>\$13,029</b>	<b>\$600</b>

  

(in thousands)	For the Nine Months Ended		
	As of December 31, 2023		September 30, 2023
	Amortized Cost	Amortized Cost Without Allowance	Interest Income Recognized
Nonaccrual loans:			
Real estate mortgage	\$11,117	\$6,183	\$529
Production and intermediate-term	2,752	1,470	24
Agribusiness	1,804	--	246
Other	964	356	--
<b>Total</b>	<b>\$16,637</b>	<b>\$8,009</b>	<b>\$799</b>

Reversals of interest income on loans that transferred to nonaccrual status were not material for the nine months ended September 30, 2024, or 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. 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)	Term Extension	Payment Deferral	Combination - Interest Rate Reduction and Term Extension	Percentage of Total Loans
<b>For the nine months ended September 30, 2024</b>				
Real estate mortgage	\$ --	\$ --	\$626	0.01%
Production and intermediate-term	4,025	--	710	0.07%
Agribusiness	16,729	--	--	0.25%
<b>Total</b>	<b>\$20,754</b>	<b>\$ --</b>	<b>\$1,336</b>	<b>0.33%</b>
Loan modifications granted as a percentage of total loans	0.31%	--	0.02%	0.33%

For the nine months ended September 30, 2023	Term	Payment	Combination -	Percentage	
	Extension	Deferral	Interest Rate Reduction and Term Extension	Total	of Total Loans
Real estate mortgage	\$1,975	\$ --	\$90	\$2,065	0.04%
Production and intermediate-term	6,424	91	53	6,568	0.12%
Agribusiness	10,105	6,973	--	17,078	0.29%
<b>Total</b>	<b>\$18,504</b>	<b>\$7,064</b>	<b>\$143</b>	<b>\$25,711</b>	<b>0.45%</b>
Loan modifications granted as a percentage of total loans	0.33%	0.12%	--	0.45%	

<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

For the nine months ended September 30, 2024	Weighted	Weighted	Weighted	Principal
	Average Interest Rate Reduction (%)	Average Term Extension (months)	Average Payment Deferral (months)	Forgiveness (\$ in thousands)
Real estate mortgage				
Principal forgiveness				--
Combination - interest rate reduction and term extension	<b>0.9%</b>	<b>316</b>		
Production and intermediate-term				
Term extension		<b>14</b>		
Principal forgiveness				--
Combination - interest rate reduction and term extension	<b>0.1%</b>	<b>13</b>		
Agribusiness				
Term extension		<b>25</b>		
Principal forgiveness				<b>6,870</b>
For the nine months ended September 30, 2023				
Real estate mortgage				
Term extension		29		
Principal forgiveness				19
Combination - interest rate reduction and term extension	0.3%	104		
Production and intermediate-term				
Term extension		7		
Payment deferral			6	
Principal forgiveness				42
Combination - interest rate reduction and term extension	0.1%	31		
Agribusiness				
Term extension		13		
Payment deferral			6	

We had loans to borrowers experiencing financial difficulty with payment deferral in the real estate mortgage loan category of \$111 thousand that defaulted during the nine months ended September 30, 2024, in which the modifications were within the twelve months preceding the default. We had loans to borrowers experiencing financial difficulty with payment deferral in the production and intermediate-term loan category of \$91 thousand that defaulted during the nine months ended September 30, 2023, in which the modifications were within the twelve months preceding the default.

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.

<b>Payment Status of Loan Modifications<sup>1</sup></b>			
(in thousands)	Not Past Due or Less Than 30 Days Past Due	90 Days or More Past Due	Total
<b>As of September 30, 2024</b>			
Real estate mortgage	<b>\$886</b>	<b>\$ --</b>	<b>\$886</b>
Production and intermediate-term	<b>10,473</b>	<b>--</b>	<b>10,473</b>
Agribusiness	<b>16,729</b>	<b>--</b>	<b>16,729</b>
Total	<b>\$28,088</b>	<b>\$ --</b>	<b>\$28,088</b>
<b>As of September 30, 2023</b>			
Real estate mortgage	\$2,065	\$ --	\$2,065
Production and intermediate-term	6,442	126	6,568
Agribusiness	17,078	--	17,078
Total	\$25,585	\$126	\$25,711

<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 as of September 30, 2024, or 2023.

Additional commitments were \$2.1 million as of September 30, 2024, and \$5.6 million as of December 31, 2023, to lend to borrowers experiencing financial difficulty whose loans were modified during the nine months ended September 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 a multitude of macroeconomic variables. Our forecasts of United States (U.S.) net farm income, U.S. real gross domestic product, and the U.S. unemployment rate represent the key macroeconomic variables that most significantly affect the estimate of the allowance for credit losses on loans and unfunded commitments.

We utilize a single macroeconomic scenario in the estimate of the allowance for credit losses on loans and unfunded commitments which represents the most probable forecasted outcome. Subsequent changes in the macroeconomic forecasts will be reflected in the provision for credit losses in future periods.

<b>Changes in Allowance for Credit Losses</b>		
(in thousands)	2024	2023
<b>Allowance for Credit Losses on Loans</b>		
Nine months ended September 30,		
Balance at beginning of period	<b>\$11,158</b>	\$17,423
Cumulative effect of change in accounting principle	--	(8,687)
Provision for credit losses on loans	<b>8,226</b>	5,346
Loan recoveries	<b>3</b>	464
Loan charge-offs	<b>(3,847)</b>	(5,247)
Balance at end of period	<b>\$15,540</b>	\$9,299
<b>Allowance for Credit Losses on Unfunded Commitments</b>		
Balance at beginning of period	<b>\$1,260</b>	\$ --
Cumulative effect of change in accounting principle	--	1,088
Provision for credit losses on unfunded commitments	<b>(82)</b>	(197)
Balance at end of period	<b>\$1,178</b>	\$891
Total allowance for credit losses	<b>\$16,718</b>	\$10,190

The change in the allowance for credit losses on loans from December 31, 2023, was primarily driven by specific reserves established on loans within our Capital Markets portfolio during the first nine months of 2024.

### NOTE 3: INVESTMENT SECURITIES

We held investment securities of \$41.2 million as of September 30, 2024. We held no investment securities as of December 31, 2023. Our investment securities consisted of securities containing loans guaranteed by the Small Business Administration (SBA). All of our investment securities were fully guaranteed by the SBA as of September 30, 2024. Premiums paid to purchase the investments are not guaranteed and are amortized as a reduction of interest income.

The investment securities have been classified as held-to-maturity. There was no allowance for credit losses on investment securities as of September 30, 2024.

Our investments are all asset-backed securities (ABS) consisting of either mortgage-backed securities (MBS), which are generally longer-term investments, or non-mortgage related ABS, which are generally shorter-term investments. MBS generally have contractual maturities greater than 10 years.

Investment income is recorded in "Interest income" in the Consolidated Statements of Comprehensive Income and totaled \$104 thousand for the nine months ended September 30, 2024.

#### Contractual Maturities of Investment Securities

(in thousands)

As of September 30, 2024	Amortized Cost
Five to ten years	<b>\$14,966</b>
More than ten years	<b>26,271</b>
Total	<b>\$41,237</b>

### 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 10 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.

We did not have any assets or liabilities measured at fair value on a recurring basis as of September 30, 2024, or December 31, 2023.

#### Non-Recurring Basis

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

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

(in thousands)

As of September 30, 2024	Fair Value Measurement Using			Total Fair Value
	Level 1	Level 2	Level 3	
Loans	\$ --	\$ --	\$8,753	\$8,753
Other property owned	--	--	1,213	1,213
As of December 31, 2023	Fair Value Measurement Using			Total Fair Value
	Level 1	Level 2	Level 3	
Loans	\$ --	\$ --	\$5,758	\$5,758
Other property owned	--	--	71	71

## Valuation Techniques

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**Loans:** 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.

### NOTE 6: SUBSEQUENT EVENTS

We have evaluated subsequent events through November 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.