

INTRODUCTION TO AMERICAN AGCREDIT EXPERTS IN AGRICULTURAL FINANCE

November 16, 2022



WHO WE ARE

Serving All of Agriculture

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

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

AMERICAN AGCREDIT SNAPSHOT



Territory Facts

- \$16.9 Billion New Assets
- 10,900 Customers
- 20 Members Board of Directors
- 720 Employees
- \$351 Million New Income in 2021

As of 12/31/21

COMMODITY DIVERSITY

We Maintain a Diversified Portfolio of Commodities in Order to:

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



17%
Vineyards & Wineries



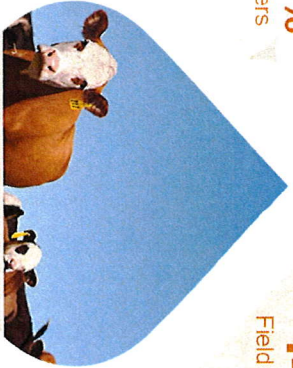
22%
Others



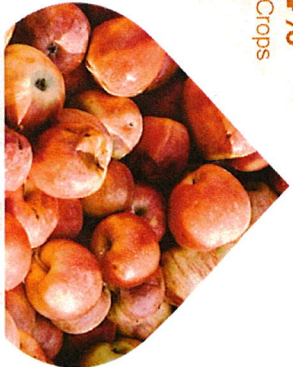
14%
Field Crops



12%
Dairies



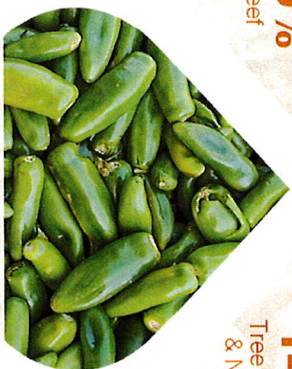
10%
Beef



14%
Tree Fruits & Nuts



8%
Forest Products

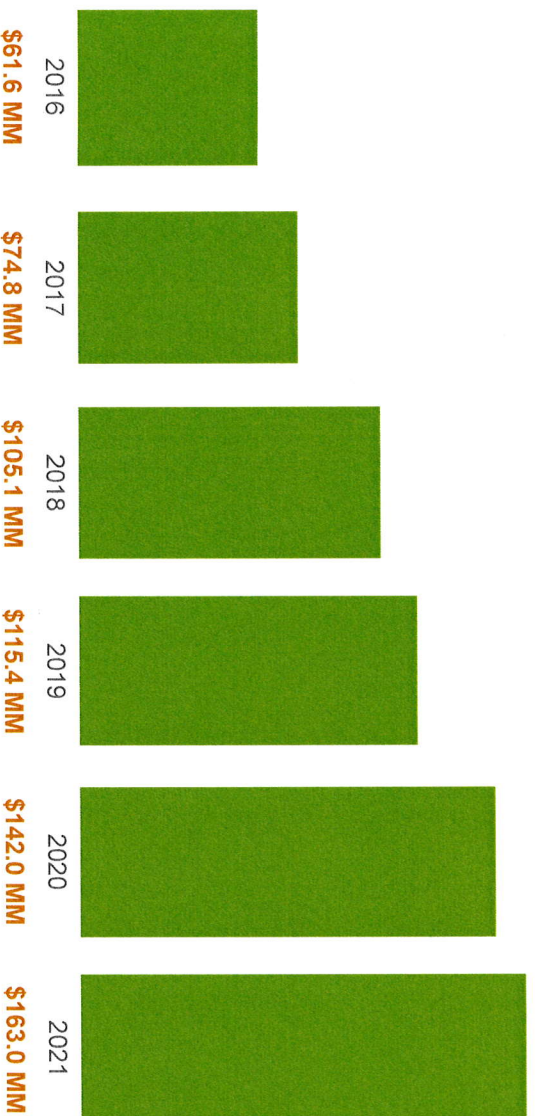


3%
Vegetables



OUR PATRONAGE HISTORY

1% CASH PATRONAGE DISTRIBUTION



\$163 million paid back to our borrowers for 2021

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

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

*contingent on annual board approval



LENDING SOLUTIONS



UNIQUE TO AMERICAN AGCREDIT

Fixed long term rates

No prepayment penalties










Quick turnaround

Repricing for favorable rates

Cash patronage dividend



LAND VALUE TRENDS

Mendocino County	Value Per Acre	Market Demand	Market Activity	Value Trend	
 Vineyard	Anderson Valley	\$65,000-\$110,000	★★★☆☆		↔↔↔
	Inland Mendocino	\$25,000-\$50,000	★★★☆☆		↔↔↔
 Plantable	Anderson Valley	\$25,000-\$50,000	★★★☆☆		↔↔↔
	Inland Mendocino	\$14,000-\$20,000	★★★☆☆		↔↔↔
 Homesites	Anderson Valley	\$200,000-\$500,000+	★★★☆☆		↔↔↔
	Inland Mendocino	\$100,000-\$300,000+	★★★☆☆		↔↔↔

2021 North Coast Region 2 Value Trends

OUR LOAN OPTIONS

Our Flexible Lending Programs Ensure We Have a Financial Solution Designed to Help Your Business Grow.

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

Loan Solutions Tailored to Your Operation

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

Flexible Term Options & Payment Schedules

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



OUR LEASING OPTIONS

Improve Your Cash Flow & Possibly Obtain Tax Advantages By Leasing

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

Leasing Programs

- Conditional Sale and True lease structures, providing the option of depreciating the asset or expensing the lease payments
- Tax Pricing, used to buy down the rate on larger projects
- Dealer direct leasing and financing
- Finance up to 100%
- Terms very depending on item financed, generally 3-10 years
- Secured against item financed



OUR LINES OF CREDIT

Revolving Lines of Credit

- Operating expenses/working capital needs
- Generally 1-3 years
- Crop, receivables, equipment serves as collateral

Equity Lines of Credit

- Operating expenses, working capital, development, capex
- Generally 1-5 year revolving period followed by termed-out period
- Real estate secured



YOUR AMERICAN AGCREDIT TEAM



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YOUR FUTURE GROWS HERE.



American
AgCredit