

Edgar Filing: FEDERAL AGRICULTURAL MORTGAGE CORP - Form 8-K

FEDERAL AGRICULTURAL MORTGAGE CORP

Form 8-K

October 23, 2003

UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION  
Washington, D.C. 20549

FORM 8-K

CURRENT REPORT

Pursuant to Section 13 OR 15(d) of the Securities Exchange Act of 1934

Date of Report (Date of earliest event reported): October 22, 2003

Federal Agricultural Mortgage Corporation

-----  
(Exact name of registrant as specified in its charter)

Federally chartered instrumentality of the United States (State or other jurisdiction of incorporation or organization)	0-17440 (Commission File Number)	52-1578738 (I.R.S. Employer Identification No.)
---	--	---

1133 21st Street, N.W., Suite 600, Washington, D.C. ----- (Address of principal executive offices)	20036 ----- (Zip Code)
--	------------------------------

Registrant's telephone number, including area code: (202) 872-7700

No change

-----  
(Former name or former address, if changed since last report)

Item 7. Financial Statements and Exhibits.

(a) Not applicable.

(b) Not applicable.

(c) Exhibits:

99 Press release dated October 22, 2003.

Edgar Filing: FEDERAL AGRICULTURAL MORTGAGE CORP - Form 8-K

Item 9. Regulation FD Disclosure.

On October 22, 2003, the Registrant issued a press release to announce the Registrant's financial results for third quarter 2003. A copy of the press release is attached to this report as Exhibit 99 and is incorporated herein by reference.

The information set forth above is being furnished under "Item 9. Regulation FD Disclosure" and "Item 12. Results of Operations and Financial Condition" and shall not be deemed "filed" for purposes of Section 18 of the Securities Exchange Act of 1934 or otherwise subject to the liabilities of that section. The information in this Form 8-K shall not be incorporated by reference in any other filing under the Securities Exchange Act of 1934 or the Securities Act of 1933 except as shall be expressly set forth by specific reference to this Form 8-K in such a filing.

SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

FEDERAL AGRICULTURAL MORTGAGE CORPORATION

By: /s/ Jerome G. Oslick

-----

Name: Jerome G. Oslick

Title: Vice President - General Counsel

Dated: October 22, 2003

EXHIBIT INDEX

Edgar Filing: FEDERAL AGRICULTURAL MORTGAGE CORP - Form 8-K

Exhibit No. -----	Description -----	Page No. -----
99	Press Release Dated October 22, 2003	5

Exhibit 99

FARMER MAC

NEWS

FOR IMMEDIATE RELEASE  
October 22, 2003

CONTACT  
Jerome Oslick  
202-872-7700

Farmer Mac Reports Third Quarter Results

Year-to-Date Earnings Up, Delinquencies at 2-Year Low

Washington, D.C. -- The Federal Agricultural Mortgage Corporation (Farmer Mac, NYSE: AGM and AGM.A) today reported U.S. GAAP net income for third quarter 2003 of \$3.3 million or \$0.28 per diluted share, compared to \$8.4 million or \$0.70 per diluted share for second quarter 2003 and \$5.0 million or \$0.42 per diluted share for third quarter 2002. For the nine months ended September 30, 2003, net income was \$20.1 million or \$1.68 per diluted share, compared to \$18.5 million or \$1.54 per diluted share for the nine months ended September 30, 2002.

Farmer Mac President and Chief Executive Officer Henry D. Edelman stated, "Farmer Mac's third quarter performance evidences the fundamental strength of its business model as it fulfills its Congressionally-mandated mission to serve America's farmers, ranchers and rural homeowners.

"In addition to GAAP earnings, Farmer Mac reports its 'core earnings,' a non-GAAP measure. That measure was developed by Farmer Mac to present net income available to common stockholders less the after-tax effects of unrealized gains and losses on financial derivatives resulting from the application of the derivative accounting standards, and less the after-tax net gains and losses on the repurchase of debt. Core earnings were \$5.5 million or \$0.46 per diluted share for third quarter 2003, compared to \$5.8 million or \$0.48 per diluted share for second quarter 2003 and \$5.9 million or \$0.49 per diluted share for third quarter 2002. For the nine months ended September 30, 2003, core earnings were \$17.2 million or \$1.43 per diluted share, compared to \$17.0 million or \$1.41 per diluted share for the corresponding period in the prior year.

"We are pleased by the continued improvements in the performance of the portfolio of loans underlying our guarantees and LTSPCs. As a result of Farmer Mac's ongoing credit risk management efforts, 90-day delinquencies in Farmer Mac's portfolio were at their lowest levels in more than two years: \$47.1 million, representing 0.98 percent of the portfolio as of September 30, 2003, down from the September 30, 2002 levels of \$79.8 million and 1.77 percent, and the September 30, 2001 levels of \$66.5 million and 2.00 percent.

## Edgar Filing: FEDERAL AGRICULTURAL MORTGAGE CORP - Form 8-K

"Quarterly new business volume improved to \$349.1 million for third quarter 2003, compared to \$322.3 million for second quarter and \$267.5 million for first quarter. Lender interest in Farmer Mac is producing a steady stream of new volume in the form of Farmer Mac I and II individual loan purchases and additions to existing long-term standby purchase commitments ("LTSPCs"), and prospects for larger portfolio transactions exist. We believe the recent release of the October 2003 GAO Report on Farmer Mac has cleared the way for significant new marketing opportunities.

"Based upon these considerations, we believe that Farmer Mac's financial condition and business prospects are strong and that 2003 core earnings per diluted share will meet or exceed 2002 core earnings per diluted share of \$1.90."

Core earnings, the measure most comparable to GAAP net income available to common stockholders, are not heavily influenced by unrealized gains or losses in the value of financial derivatives used to hedge interest rate risk in Farmer Mac's mortgage portfolio. Since the value of those financial derivatives is driven by fluctuations in interest rates that cannot reliably be projected, Farmer Mac is unable to project GAAP net income available to common stockholders.

### Non-GAAP Performance Measures

Farmer Mac reports its financial results in accordance with GAAP. In addition to GAAP measures, Farmer Mac presents certain non-GAAP performance measures. Farmer Mac uses these non-GAAP performance measures to develop financial plans, to measure corporate performance and to set incentive compensation. They provide relatively less volatile financial information and are a more accurate representation of Farmer Mac's economic performance, transaction economics and business trends. Investors and the investment analyst community have previously used similar measures to evaluate Farmer Mac's historical and future performance. Farmer Mac's disclosure of non-GAAP measures is not intended to replace GAAP information but, rather, to supplement it.

Core earnings is one such non-GAAP measure that Farmer Mac developed to present net income available to common stockholders less: (a) the after-tax effects of unrealized gains and losses on financial derivatives resulting from Statement of Financial Accounting Standards No. 133, Accounting for Derivative Instruments and Hedging Activities ("FAS 133"), and (b) the after-tax net gains and losses on the repurchase of debt that, prior to January 1, 2003, were reported as extraordinary items. Due in part to the adverse effects of FAS 133, Farmer Mac's GAAP net income available to common stockholders decreased to \$3.3 million for third quarter 2003, compared to \$5.0 million for third quarter 2002, while its less volatile core earnings were \$5.5 million for third quarter 2003, compared to \$5.9 million for third quarter 2002. The reconciliation of GAAP net income available to common stockholders to core earnings is presented in the following table:

#### Reconciliation of GAAP Net Income Available to Common Stockholders to Core

Three Months Ended		Se
September 30, 2003	September 30, 2002	
Per Diluted	Per Diluted	(in thousands, except per share)

Edgar Filing: FEDERAL AGRICULTURAL MORTGAGE CORP - Form 8-K

		Share -----		Share -----	
GAAP net income available to common stockholders	\$ 3,345	\$ 0.28	\$ 5,030	\$ 0.42	\$ 20,139
Less the effects of FAS 133:					
Unrealized gains and (losses) on financial derivatives and trading assets, net of tax	(2,269)	(0.19)	(943)	(0.08)	2,695
Benefit from non-amortization of premium payments on financial derivatives, net of tax	76	0.01	92	0.01	238
Less gains on the repurchase of debt previously reported as extraordinary items, net of tax	-	-	-	-	-
Core earnings	\$ 5,538	\$ 0.46	\$ 5,881	\$ 0.49	\$ 17,206

Later in this release, Farmer Mac provides additional information about the impact of FAS 133, which decreased GAAP net income available to common stockholders by \$2.2 million in third quarter 2003.

Net Interest Income

Net interest income, which does not include guarantee fees from loans purchased and retained prior to April 1, 2001 (the effective date of Statement of Financial Accounting Standards No. 140, Accounting for Transfers and Servicing of Financial Assets and Extinguishments of Liabilities ("FAS 140")), was \$8.9 million for third quarter 2003, compared to \$9.4 million for second quarter 2003 and \$11.1 million for third quarter 2002. The net interest yield was 89 basis points for third quarter 2003, compared to 92 basis points for second quarter 2003 and 114 basis points for third quarter 2002. The effects of FAS 140 for third quarter 2003, second quarter 2003 and third quarter 2002 were the reclassification of guarantee fee income as interest income in the amount of approximately \$1.1 million (11 basis points), \$1.1 million (10 basis points) and \$1.0 million (10 basis points), respectively.

During third quarter 2003, the Chief Accountant at the U.S. Securities and Exchange Commission ("SEC") provided additional guidance to all registrants regarding the classification on the statement of operations of realized gains and losses resulting from financial derivatives that are not in fair value or cash flow hedge relationships. All registrants were requested to comply with this guidance in future filings and to reclassify this activity for all prior periods presented. As a result of the application of this additional guidance, the net interest income and expense realized on financial derivatives that are not in fair value or cash flow hedge relationships has been reclassified from net interest income into gains and losses on financial derivatives and trading assets. For third quarter 2003, second quarter 2003 and third quarter 2002, this reclassification resulted in the reduction of the net interest yield of 1 basis point, an increase of 3 basis points and an increase of 11 basis points, respectively.

The net interest yields for third quarter 2003, second quarter 2003 and third quarter 2002 included the benefits of yield maintenance payments of 11 basis points, 11 basis points and 15 basis points, respectively. For third quarter 2003, the effects of yield maintenance payments on net income and diluted earnings per share were \$0.7 million or \$0.6 per diluted share,

## Edgar Filing: FEDERAL AGRICULTURAL MORTGAGE CORP - Form 8-K

respectively, compared to \$0.8 million or \$0.06 per diluted share for second quarter 2003 and \$0.9 million or \$0.08 per diluted share for third quarter 2002.

### Guarantee and Commitment Fees

Guarantee and commitment fees were \$5.1 million for third quarter 2003, compared to \$5.1 million for second quarter 2003 and \$4.9 million for third quarter 2002. The year-to-year increase in guarantee and commitment fees reflects an increase in the average balance of outstanding guarantees and commitments. As discussed above, for third quarter 2003, \$1.1 million of guarantee fee income was reclassified as interest income in accordance with FAS 140, compared to \$1.1 million for second quarter 2003 and \$1.0 million for third quarter 2002.

### Operating Expenses

Compensation and employee benefits for third quarter 2003 were \$1.6 million, compared to \$1.5 million for second quarter 2003 and \$1.3 million for third quarter 2002. The increase was due, in large part, to increased staffing levels for administrative activities and compliance with regulatory requirements, including those of the Sarbanes-Oxley Act of 2002. General and administrative expenses for third quarter 2003 were \$1.6 million, compared to \$1.2 million for second quarter 2003 and \$2.2 million for third quarter 2002. For the nine months ended September 30, 2003, general and administrative expenses were \$3.9 million, compared to \$4.8 million for the nine months ended September 30, 2002. Farmer Mac expects to continue to reduce those expenses during the next twelve months, reflecting declining needs for the services of outside consultants retained in connection with adverse publicity and misinformation about the Corporation disseminated in 2002 and with the October 2003 GAO Report.

Regulatory fees for third quarter 2003 were \$0.4 million, compared to \$0.4 million for second quarter 2003 and \$0.4 million for third quarter 2002. Farmer Mac's federal regulator, the Farm Credit Administration ("FCA"), has advised Farmer Mac that its estimated assessment level for the year ending September 30, 2004 will be \$1.7 million, up from its \$1.4 million estimated assessment level for the year ended September 30, 2003. After the end of a federal government fiscal year, FCA may revise its prior year estimated assessments to reflect actual costs incurred, and has issued both additional assessments and refunds in the past.

Discussion of the provision for losses is covered under the topic of "Credit" later in this release.

### Capital

Farmer Mac's core capital totaled \$206.4 million as of September 30, 2003, compared to \$202.9 million as of June 30, 2003 and \$181.1 million as of September 30, 2002. The regulatory methodology for calculating core capital excludes the effects of Statement of Financial Accounting Standards No. 115, Accounting for Certain Investments in Debt and Equity Securities ("FAS 115") and FAS 133, which are reported on Farmer Mac's balance sheet as accumulated other comprehensive income/(loss). Farmer Mac's core capital as of September 30, 2003 exceeded the statutory minimum capital requirement of \$137.7 million by \$68.7 million.

Farmer Mac is required to meet the capital standards of a risk-based capital stress test promulgated by FCA ("RBC test"). The RBC test determines the amount of regulatory capital (core capital plus the allowance for losses) Farmer Mac would need to maintain positive capital during a ten-year stress period while incurring credit losses equivalent to the highest historical two-year agricultural mortgage loss rates and an interest rate shock at the lesser of 600

## Edgar Filing: FEDERAL AGRICULTURAL MORTGAGE CORP - Form 8-K

basis points or 50 percent of the ten-year U.S. Treasury rate. The RBC test then adds to the resulting capital requirement an additional 30 percent for management and operational risk.

As of September 30, 2003, the RBC test generated an estimated risk-based capital requirement of \$45.5 million. Farmer Mac's regulatory capital of \$229.1 million as of September 30, 2003 exceeded that amount by approximately \$183.6 million. The \$45.5 million estimated risk-based capital requirement as of September 30, 2003 is consistent with the risk-based capital requirement of \$45.4 million as of June 30, 2003. Farmer Mac is required to hold capital at the higher of the statutory minimum capital requirement or the amount required by the RBC test.

### Credit

As of September 30, 2003, Farmer Mac's 90-day delinquencies totaled \$47.1 million, representing 0.98 percent of the principal balance of all loans held and loans underlying post-Farm Credit System Reform Act ("1996 Act") Farmer Mac I Guaranteed Securities and LTSPCs, compared to \$79.8 million and 1.77 percent, respectively, as of September 30, 2002. The 90-day delinquencies are loans 90 days or more past due, in foreclosure, restructured after delinquency, or in bankruptcy, excluding loans performing under either their original loan terms or a court-approved bankruptcy plan.

As of September 30, 2003, non-performing assets totaled \$84.6 million, representing 1.74 percent of the principal balance of all loans held and loans underlying post-1996 Act Farmer Mac I Guaranteed Securities and LTSPCs, compared to \$91.3 million (2.03 percent) as of September 30, 2002. Non-performing assets are loans 90 days or more past due, in foreclosure, restructured after delinquency, in bankruptcy, or real estate owned ("REO"). The principal balance of non-performing assets reflects a group of loans that are current under the original loan terms or a court-approved bankruptcy plan, though the borrowers on those loans have filed for bankruptcy protection, and certain segments of the portfolio that have cycled through foreclosure and into the REO asset category, which completes the involuntary loan liquidation process.

The difference between the non-performing asset and 90-day delinquency measures is the exclusion of REO and loans performing in bankruptcy from 90-day delinquencies. Unlike the non-performing asset measure, the 90-day delinquency measure takes into account only those outstanding loans on which borrowers are not current on their required payments and does not include loans that have been liquidated.

From quarter to quarter, Farmer Mac anticipates that 90-day delinquencies and non-performing assets will fluctuate, both in dollars and as a percentage of the outstanding portfolio, with higher levels likely at the end of the first and third quarters of each year corresponding to the semi-annual (January 1st and July 1st) payment characteristics of most Farmer Mac I loans.

As of September 30, 2003, Farmer Mac had \$16.4 million of REO, compared to \$17.2 million as of June 30, 2003 and \$3.7 million as of September 30, 2002. The commodity and geographic diversification of the REO properties is consistent with the commodity and geographic diversification of the non-performing assets. Analysis of the portfolio by geographic and commodity distribution indicates that non-performing assets, including REO, have been and are expected to be most prevalent in the loans concentrated in geographic areas and commodities that do not receive significant government support. Prior to acquisition of property securing a loan, Farmer Mac devises a liquidation strategy that results in either an immediate sale or retention pending later sale. Farmer Mac evaluates these and other alternatives based upon the economics of the transactions and the requirements of local law.

## Edgar Filing: FEDERAL AGRICULTURAL MORTGAGE CORP - Form 8-K

Farmer Mac analyzes each asset in its portfolio of non-performing assets to measure impairment, based on the fair value of the underlying collateral. As of September 30, 2003, Farmer Mac's analysis of its \$84.6 million of non-performing assets and their updated appraisals or other collateral valuations indicated that \$68.0 million of non-performing assets were adequately collateralized. On the remaining \$16.6 million of non-performing assets, loan-by-loan analyses considering updated collateral values indicated individual collateral shortfalls that totaled \$3.4 million. Accordingly, Farmer Mac allocated specific allowances of \$3.4 million to those loans. As of September 30, 2003, after the allocation of specific allowances to under-collateralized loans, Farmer Mac had remaining non-specific or general allowances and contingent obligation for inherent probable losses of \$19.4 million, with the total allowance for losses of \$22.7 million.

During third quarter 2003, Farmer Mac charged off \$1.3 million in losses against the allowance for losses. In certain collateral liquidation scenarios, Farmer Mac may recover amounts previously charged off or incur additional losses, if liquidation proceeds vary from previous estimates. During third quarter 2003, Farmer Mac recovered \$0.1 million of losses previously charged off. Farmer Mac's total provision for losses was \$2.1 million for third quarter 2003, compared to \$2.1 million for second quarter 2003 and \$2.0 million for third quarter 2002. As of September 30, 2003, Farmer Mac's allowance for losses and contingent obligation for probable losses totaled \$22.7 million, or 47 basis points on the outstanding balance of loans held and loans underlying post-1996 Act Farmer Mac I Guaranteed Securities and LTSPCs, compared to \$21.9 million (45 basis points) as of June 30, 2003 and \$19.1 million (42 basis points) as of September 30, 2002. Based on Farmer Mac's analysis of its entire portfolio, individual loan-by-loan analyses, and loan collection experience, Farmer Mac believes that specific and inherent probable losses are covered adequately by its allowance for losses.

During third quarter 2003, at the request of a program participant, Farmer Mac converted an LTSPC that had been established prior to January 1, 2003 into a Farmer Mac Guaranteed Security. In accordance with Financial Accounting Standards Board Interpretation No. 45, Guarantor's Accounting and Disclosure Requirements for Guarantees, Including Indirect Guarantees of Indebtedness of Others, Farmer Mac recorded the fair value of its obligation to stand ready to perform under the new Farmer Mac Guaranteed Security. The fair value of this obligation includes Farmer Mac's estimate of the losses that are anticipated over the life of each contractual obligation. The change in accounting for this obligation, from a probable loss model to a fair value model, has resulted in a reduction in the reserve for losses of approximately \$4.9 million. Since Farmer Mac believes that these losses remain probable, they have been included in the determination of the fair value of the contractual obligation.

The following table summarizes the changes in the components of Farmer Mac's allowance for losses and contingent obligation for probable losses for the three months ended September 30, 2003. The contingent obligation for probable losses is a component of Farmer Mac's guarantee and commitment obligation.

	Allowance for Loan Losses	REO Valuation Allowance	Reserve for Losses	Contingent Obligation for Probable Losses	Total
	(in thousands)				
Beginning balance	\$ 3,102	\$ 592	\$ 18,169	\$ -	\$21,863
Provision for losses	3,391	1,368	(7,577)	4,940	2,122
Net charge-offs	(322)	(920)	-	-	(1,242)



## Edgar Filing: FEDERAL AGRICULTURAL MORTGAGE CORP - Form 8-K

Ending balance	\$ 6,171	\$ 1,040	\$ 10,592	\$ 4,940	\$22,743
	-----	-----	-----	-----	-----

### Interest Rate Risk

Farmer Mac measures its interest rate risk through several tests, including the sensitivity of Market Value of Equity ("MVE") and Net Interest Income ("NII") to uniform or "parallel" yield curve shocks. As of September 30, 2003, a parallel increase of 100 basis points across the entire U.S. Treasury yield curve would have increased MVE by 0.7 percent, while a parallel decrease of 100 basis points would have decreased MVE by 1.5 percent. As of September 30, 2003, a parallel increase of 100 basis points would have increased Farmer Mac's NII, a shorter-term measure of interest rate risk, by 2.3 percent, while a parallel decrease of 100 basis points would have decreased NII by 4.7 percent. Farmer Mac also measures the sensitivity of both MVE and NII to a variety of non-parallel interest rate shocks. As of September 30, 2003, Farmer Mac's MVE and NII were less sensitive to those non-parallel shocks than to parallel shocks. Farmer Mac's duration gap, another measure of interest rate risk, was minus 0.7 months as of September 30, 2003.

The economic effects of derivatives, including interest rate swaps, are included in the MVE, NII and duration gap analyses. As an alternative to long-term fixed-rate debt issuance, Farmer Mac issues short-term debt and enters into contracts to pay fixed rates of interest and receive floating rates of interest from counterparties. These "floating-to-fixed interest rate swaps" are used to adjust the characteristics of Farmer Mac's short-term debt to match more closely the cash flow and duration characteristics of its longer-term mortgage assets, thereby reducing interest rate risk, and also to derive an overall lower effective fixed-rate cost of borrowing than would otherwise be available in the conventional debt market. As of September 30, 2003, Farmer Mac had \$695.4 million notional amount of floating-to-fixed interest rate swaps for terms ranging from two months to 15 years. In addition, Farmer Mac enters into interest rate swaps to adjust the characteristics of its assets and liabilities to match more closely, on a cash flow and duration basis, thereby reducing interest rate risk. As of September 30, 2003, Farmer Mac had \$533.9 million of such interest rate swaps.

Farmer Mac uses derivatives for hedging purposes, not for speculative purposes. All of Farmer Mac's derivative transactions are conducted through standard, collateralized agreements that limit Farmer Mac's potential credit exposure to any counterparty. As of September 30, 2003, Farmer Mac had no uncollateralized net exposure to any counterparty.

### Derivatives and Financial Statement Effects of FAS 133

Farmer Mac accounts for its derivatives under FAS 133, which became effective January 1, 2001. The implementation of FAS 133 resulted in significant accounting changes to both the consolidated statements of operations and balance sheets. During third quarter 2003, the decrease in net after-tax income resulting from FAS 133 was \$2.2 million and the net after-tax increase in accumulated other comprehensive income was \$11.5 million. During second quarter 2003, the increase in net after-tax income resulting from FAS 133 was \$2.6 million and the net after-tax decrease in accumulated other comprehensive income was \$6.5 million. For third quarter 2002, the decreases in net after-tax income and accumulated other comprehensive income resulting from FAS 133 were \$0.9 million and \$19.0 million, respectively. Accumulated other comprehensive income is not a component of Farmer Mac's regulatory core capital.

### Forward-Looking Statements

In addition to historical information, this release includes

## Edgar Filing: FEDERAL AGRICULTURAL MORTGAGE CORP - Form 8-K

forward-looking statements that reflect management's current expectations for Farmer Mac's future financial results, business prospects and business developments. Management's expectations for Farmer Mac's future necessarily involve assumptions, estimates and the evaluation of risks and uncertainties. Various factors could cause actual events or results to differ materially from those expectations. Some of the important factors that could cause Farmer Mac's actual results to differ materially from management's expectations include uncertainties regarding: (1) the rate and direction of development of the secondary market for agricultural mortgage loans; (2) the possible establishment of additional statutory or regulatory restrictions on Farmer Mac that could hamper its growth or restrain its profitability; (3) substantial changes in interest rates, agricultural land values, commodity prices, export demand for U.S. agricultural products and the general economy; (4) protracted adverse weather, market or other conditions affecting particular geographic regions or particular commodities related to agricultural mortgage loans backing Farmer Mac I Guaranteed Securities or under LTSPCs; (5) legislative or regulatory developments or interpretations of Farmer Mac's statutory charter that could adversely affect Farmer Mac or the ability of certain lenders to participate in its programs or the terms of any such participation; (6) Farmer Mac's access to the debt markets at favorable rates and terms; (7) the possible effect of the risk-based capital requirement, which could, under certain circumstances, be in excess of the statutory minimum capital level; (8) borrower preferences for fixed-rate agricultural mortgage indebtedness; (9) lender interest in Farmer Mac credit products and the Farmer Mac secondary market; (10) competitive pressures in the purchase of agricultural mortgage loans and the sale of agricultural mortgage-backed and debt securities; or (11) the effects on the agricultural economy of any changes in federal assistance for agriculture. Other factors are discussed in Farmer Mac's Annual Report on Form 10-K for the year ended December 31, 2002, as filed with the SEC on March 27, 2003 and Farmer Mac's Quarterly Report on Form 10-Q for the quarter ended June 30, 2003, as filed with the SEC on August 14, 2003. The forward-looking statements contained herein represent management's expectations as of the date of this release. Farmer Mac undertakes no obligation to release publicly the results of any revisions to the forward-looking statements included herein to reflect events or circumstances after today, or to reflect the occurrence of unanticipated events, except as otherwise mandated by the SEC.

Farmer Mac is a stockholder-owned instrumentality of the United States chartered by Congress to establish a secondary market for agricultural real estate and rural housing mortgage loans and to facilitate capital market funding for USDA-guaranteed farm program and rural development loans. Farmer Mac's Class C non-voting and Class A voting common stocks are listed on the New York Stock Exchange under the symbols AGM and AGM.A, respectively. Additional information about Farmer Mac (as well as the Form 10-K and Form 10-Q referenced above) is available on Farmer Mac's website at [www.farmermac.com](http://www.farmermac.com). The conference call to discuss Farmer Mac's third quarter 2003 earnings and this press release will be webcast on Farmer Mac's website beginning at 11:00 a.m. eastern time, Thursday, October 23, 2003, and an audio recording of that call will be available for two weeks on Farmer Mac's website after the call is concluded.

\* \* \* \*

### Federal Agricultural Mortgage Corporation Consolidated Balance Sheets (in thousands)

September 30, 2003	December 31, 2002
-----	-----
(unaudited)	(audited)

Edgar Filing: FEDERAL AGRICULTURAL MORTGAGE CORP - Form 8-K

Assets:

Cash and cash equivalents	\$ 513,370	\$ 723,800
Investment securities	1,083,477	830,409
Farmer Mac Guaranteed Securities	1,521,167	1,608,507
Loans	979,643	966,123
Allowance for loan losses	(6,171)	(2,662)
	-----	-----
Loans, net	973,472	963,461
Real estate owned, net of valuation allowance of \$1.0 million, \$0.6 million and zero	16,413	5,031
Financial derivatives	2,816	317
Interest receivable	42,290	65,276
Guarantee and commitment fees receivable	14,729	5,938
Deferred tax asset	10,408	9,666
Prepaid expenses and other assets	18,229	10,510
	-----	-----
Total Assets	\$ 4,196,371	\$ 4,222,915

Liabilities and Stockholders' Equity:

Notes payable:		
Due within one year	\$ 2,763,811	\$ 2,895,746
Due after one year	1,074,070	985,318
	-----	-----
Total notes payable	3,837,881	3,881,064
Financial derivatives	82,112	94,314
Accrued interest payable	29,782	29,756
Guarantee and commitment obligation	15,659	-
Accounts payable and accrued expenses	16,279	17,453
Reserve for losses	10,592	16,757
	-----	-----
Total Liabilities	3,992,305	4,039,344
Preferred stock	35,000	35,000
Common stock at par	11,796	11,638
Additional paid-in capital	84,655	82,527
Accumulated other comprehensive income/(loss)	(2,336)	(407)
Retained earnings	74,951	54,813
	-----	-----
Total Stockholders' Equity	204,066	183,571
	-----	-----
Total Liabilities and Stockholders' Equity	\$ 4,196,371	\$ 4,222,915

Federal Agricultural Mortgage Corporation  
Consolidated Statements of Operations  
(in thousands, except per share amounts)

	Three Months Ended		Nine Months En
	September 30,	September 30,	September 30,
	2003	2002	2003
	(unaudited)	(unaudited)	(unaudited)
Interest income:			
Investments and cash equivalents	\$ 7,994	\$ 10,658	\$ 26,490
Farmer Mac Guaranteed Securities	17,783	22,793	55,984
Loans	13,543	12,734	39,679

Edgar Filing: FEDERAL AGRICULTURAL MORTGAGE CORP - Form 8-K

Total interest income	39,320	46,185	122,153
Interest expense	30,402	35,096	93,995
	-----	-----	-----
Net interest income	8,918	11,089	28,158
Provision for loan losses	(3,391)	-	(6,015)
	-----	-----	-----
Net interest income after provision for loan losses	5,527	11,089	22,143
Guarantee and commitment fees	5,056	4,874	15,261
Gains/(Losses) on financial derivatives and trading assets	(3,348)	(2,563)	3,653
Gains on the repurchase of debt	-	-	-
Miscellaneous income	354	458	743
	-----	-----	-----
Total revenues	7,589	13,858	41,800
	-----	-----	-----
Expenses:			
Compensation and employee benefits	1,582	1,325	4,488
General and administrative	1,550	2,168	3,949
Regulatory fees	383	397	1,148
Provision for losses	(1,269)	2,037	323
	-----	-----	-----
Total operating expenses	2,246	5,927	9,908
	-----	-----	-----
Income before income taxes	5,343	7,931	31,892
Income tax expense	1,438	2,341	10,073
	-----	-----	-----
Net income	3,905	5,590	21,819
Preferred stock dividends	(560)	(560)	(1,680)
	-----	-----	-----
Net income available to common stockholders	\$ 3,345	\$ 5,030	\$ 20,139
	-----	-----	-----
Earnings per common share:			
Basic earnings per common share	\$ 0.28	\$ 0.43	\$ 1.72
Diluted earnings per common share	\$ 0.28	\$ 0.42	\$ 1.68

Federal Agricultural Mortgage Corporation  
Supplemental Information

The following tables present quarterly and annual information regarding loan purchases, guarantees and LTSPCs, outstanding guarantees and LTSPCs and non-performing assets and 90-day delinquencies.

Farmer Mac Purchases, Guarantees and Commitments

-----			
Farmer Mac I			
Loans and Guaranteed Securities	LTSPCs	Farmer Mac II	Total
-----			
(in thousands)			

For the quarter ended:

September 30, 2003	\$ 42,760	\$ 199,646	\$ 106,729	\$ 349,135
--------------------	-----------	------------	------------	------------

Edgar Filing: FEDERAL AGRICULTURAL MORTGAGE CORP - Form 8-K

June 30, 2003	65,615	179,025	77,636	322,276
March 31, 2003	59,054	166,574	41,893	267,521
December 31, 2002	62,841	395,597	38,714	497,152
September 30, 2002	58,475	140,157	37,374	236,006
June 30, 2002	551,690	280,904	57,769	890,363
March 31, 2002	74,875	338,821	39,154	452,850
December 31, 2001	62,953	237,292	51,056	351,301
September 30, 2001	75,135	246,472	42,396	364,003
June 30, 2001	85,439	499,508	57,012	641,959
March 31, 2001	48,600	49,695	47,707	146,002

For the year ended:

December 31, 2002	747,881	1,155,479	173,011	2,076,371
December 31, 2001	272,127	1,032,967	198,171	1,503,265

Outstanding Balance of Farmer Mac Loans, Guarantees and Commitments (1)

Farmer Mac I				
-----				
Post-1996 Act				
-----				
Loans and Guaranteed Securities	LTSPCs	Pre-1996 Act	Farmer Mac II	
-----				
(in thousands)				
As of:				
September 30, 2003 (2)	\$ 2,721,775	\$2,174,182	\$ 25,588	\$ 720,584
June 30, 2003	2,108,180	2,790,480	28,057	668,899
March 31, 2003	2,111,861	2,732,620	29,216	650,152
December 31, 2002	2,168,994	2,681,240	31,960	645,790
September 30, 2002	2,127,460	2,407,469	35,297	630,452
June 30, 2002	2,180,948	2,336,886	37,873	617,503
March 31, 2002	1,655,485	2,126,485	41,414	592,836
December 31, 2001	1,658,716	1,884,260	48,979	595,156
September 30, 2001	1,605,160	1,731,861	58,813	608,944

Outstanding Balance of Loans Held and Loans Underlying  
On-Balance Sheet Farmer Mac Guaranteed Securities

-----			
	Fixed Rate (10-yr. Wtd. Avg. Term)	5-to-10-Year ARMs and Resets	1-Month-to-3-Year ARMs
-----			
(in thousands)			
As of:			
September 30, 2003	\$ 865,817	\$ 1,037,168	\$ 535,915
June 30, 2003	889,839	1,064,824	511,700
March 31, 2003	880,316	1,057,310	515,910
December 31, 2002	1,003,434	981,548	494,713
September 30, 2002	1,000,518	934,435	498,815
June 30, 2002	1,016,997	892,737	516,892
March 31, 2002	751,222	797,780	350,482

Edgar Filing: FEDERAL AGRICULTURAL MORTGAGE CORP - Form 8-K

December 31, 2001

764,115

790,948

302,169

Non-performing Assets and 90-Day Delinquencies

	Outstanding Post-1996 Act Loans, Guarantees and LTSPCs	Non- Performing Assets (3)	Percentage	Less: REO and Performing Bankruptcies
(dollars in thousands)				
As of:				
September 30, 2003	\$ 4,871,756	\$ 84,583	1.74%	\$ 37,442
June 30, 2003	4,875,059	80,169	1.64%	28,883
March 31, 2003	4,820,887	94,822	1.97%	18,662
December 31, 2002	4,821,634	75,308	1.56%	17,094
September 30, 2002	4,506,330	91,286	2.03%	11,460
June 30, 2002	4,489,735	65,196	1.45%	14,931
March 31, 2002	3,754,171	87,097	2.32%	7,903
December 31, 2001	3,428,176	58,279	1.70%	3,743
September 30, 2001	3,318,796	71,686	2.16%	5,183
June 30, 2001	3,089,460	53,139	1.72%	4,274
March 31, 2001	2,562,374	67,134	2.62%	2,154

Distribution of Post-1996 Act  
Non-performing Assets by Original LTV Ratio (5)  
as of September 30, 2003

(dollars in thousands)		
Original LTV Ratio	Non-performing Assets	Percentage
0.00% to 40.00%	\$ 9,851	12%
40.01% to 50.00%	13,341	16%
50.01% to 60.00%	28,944	34%
60.01% to 70.00%	30,659	36%
70.01% to 80.00%	1,615	2%
80.01% +	173	0%
Total	\$ 84,583	100%

Distribution of Post-1996 Act Non-performing Assets  
by Loan Origination Date  
as of September 30, 2003

(dollars in thousands)	
Loan	Outstanding Loans,

Edgar Filing: FEDERAL AGRICULTURAL MORTGAGE CORP - Form 8-K

Origination Date	Non-performing Assets	Guarantees and LTSPCs	Percentage
Before 1994	\$ 3,458	\$ 644,369	0.54%
1994	863	160,693	0.54%
1995	2,486	148,735	1.67%
1996	10,714	349,162	3.07%
1997	16,767	407,445	4.12%
1998	16,358	652,097	2.51%
1999	16,855	688,389	2.45%
2000	10,061	400,111	2.51%
2001	5,943	584,977	1.02%
2002	916	593,717	0.15%
2003	162	242,061	0.07%
Total	\$ 84,583	\$ 4,871,756	1.74%