

**Investor Conference Call –  
FY2020 First Quarter Ended  
August 31, 2019**

**October 23, 2019 at 11 a.m. ET**



# Forward-Looking Statements

This presentation contains certain statements that are considered forward-looking statements within the Securities Act of 1933, as amended, and the Exchange Act of 1934, as amended. Forward-looking statements, which are based on certain assumptions and describe our future plans, strategies and expectations, are generally identified by our use of words such as “intend,” “plan,” “may,” “should,” “will,” “project,” “estimate,” “anticipate,” “believe,” “expect,” “continue,” “potential,” “opportunity” and similar expressions, whether in the negative or affirmative. All statements about future expectations or projections are forward-looking statements. Although we believe that the expectations reflected in our forward-looking statements are based on reasonable assumptions, actual results and performance may differ materially from our forward-looking statements. Factors that could cause future results to vary from our forward-looking statements about our current expectations are included in our annual and quarterly periodic reports filed with the U.S. Securities and Exchange Commission. Except as required by law, we undertake no obligation to update or publicly release any revisions to forward-looking statements to reflect events, circumstances or changes in expectations after the date on which the statement is made.



# Financial Performance

J. Andrew Don, Chief Financial Officer



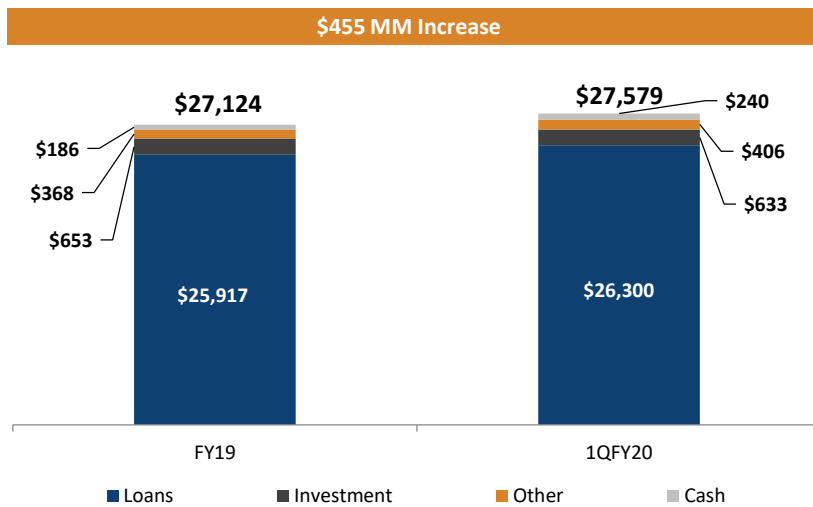
# Non-GAAP Financial Measures

During our discussion, we may review certain non-GAAP adjusted financial measures. Please refer to our Form 10-Q for the fiscal quarter ended August 31, 2019, as filed with the SEC and posted on the CFC website, for a discussion of why we believe our adjusted measures provide useful information in analyzing CFC's financial performance and the reconciliation to the most comparable GAAP measures.

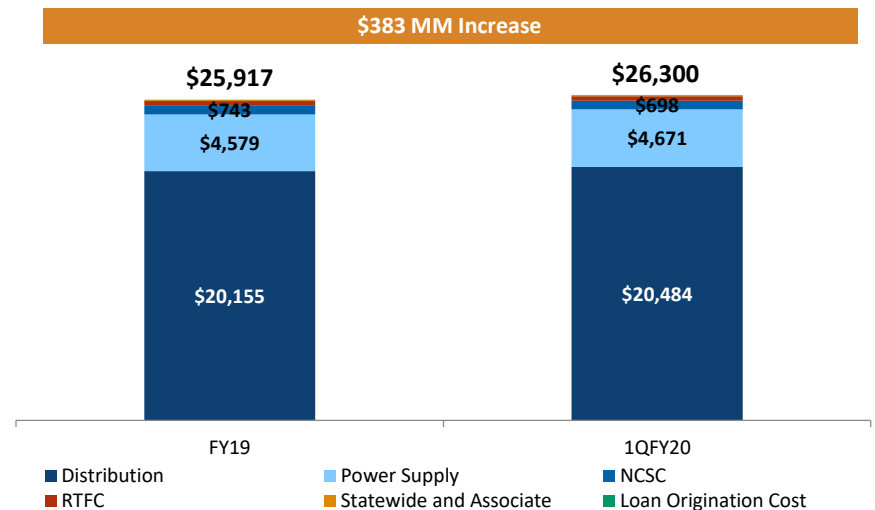


# 1QFY20 Financial Results – Balance Sheet

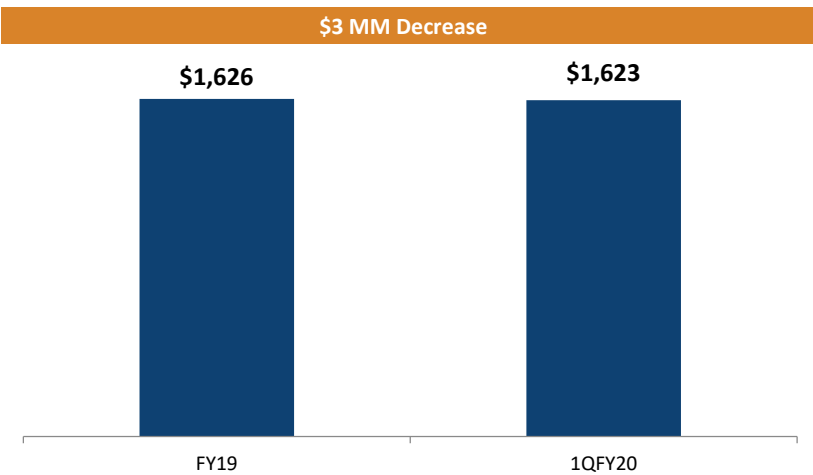
## Total Assets (\$ in Mills)



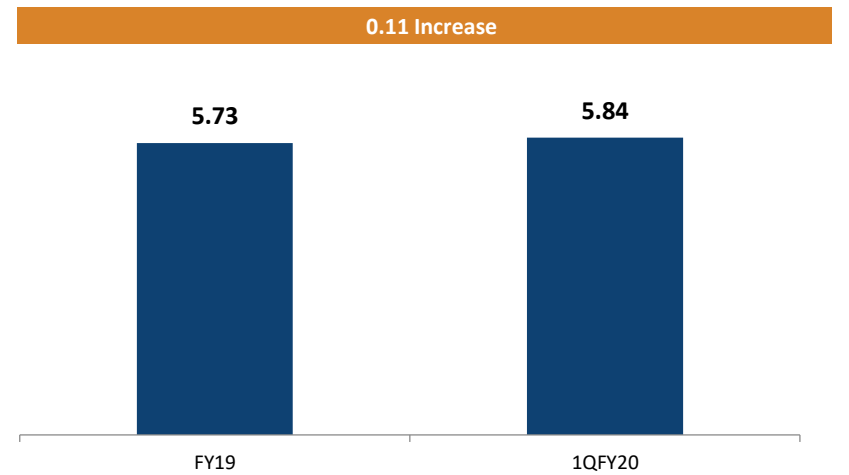
## Loans to Members (\$ in Mills)



## Members' Equity (\$ in Mills)



## Adjusted Debt to Equity Ratio



# 1QFY20 Financial Results – Income Statement

## Adjusted TIER

0.14 Increase

1.13

1.27

1QFY19 (3 mos)

1QFY20 (3 mos)

## Adjusted Net Income (\$ in Mils)

\$33 MM Increase

\$28

\$61

1QFY19 (3 mos)

1QFY20 (3 mos)

## Adjusted Net Interest Income (\$ in Mils)

\$11 MM Increase

\$55

\$66

1QFY19 (3 mos)

1QFY20 (3 mos)

## Adjusted Net Interest Yield

12 bps Increase

0.85%

0.97%

1QFY19 (3 mos)

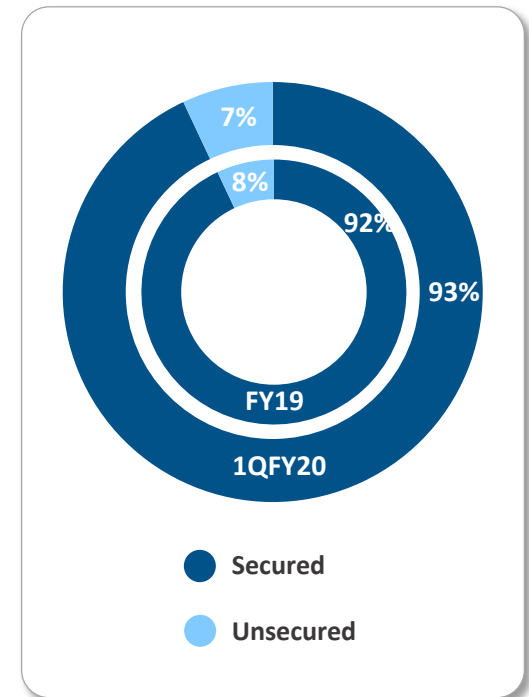
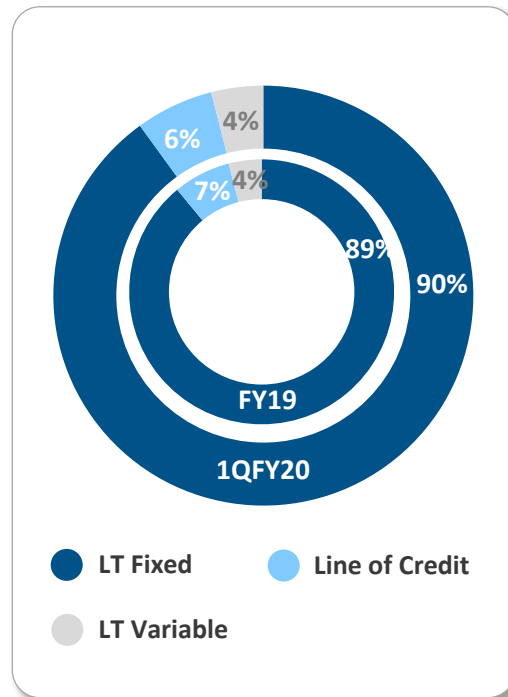
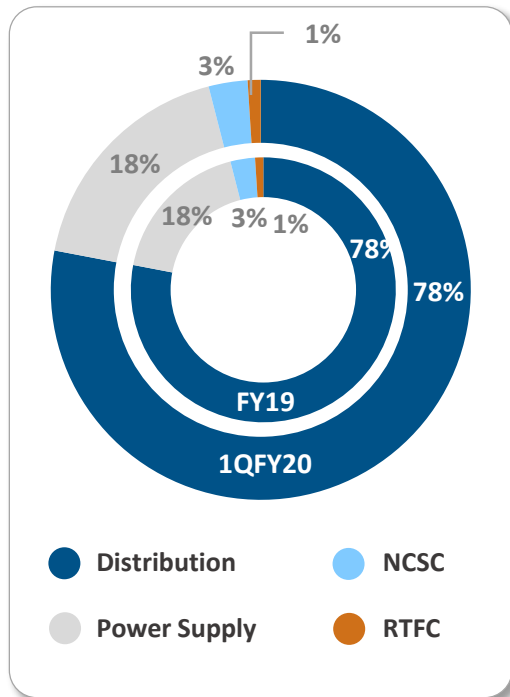
1QFY20 (3 mos)



# Loan Portfolio Overview

## CFC's Electric Cooperative Borrowers/Members:

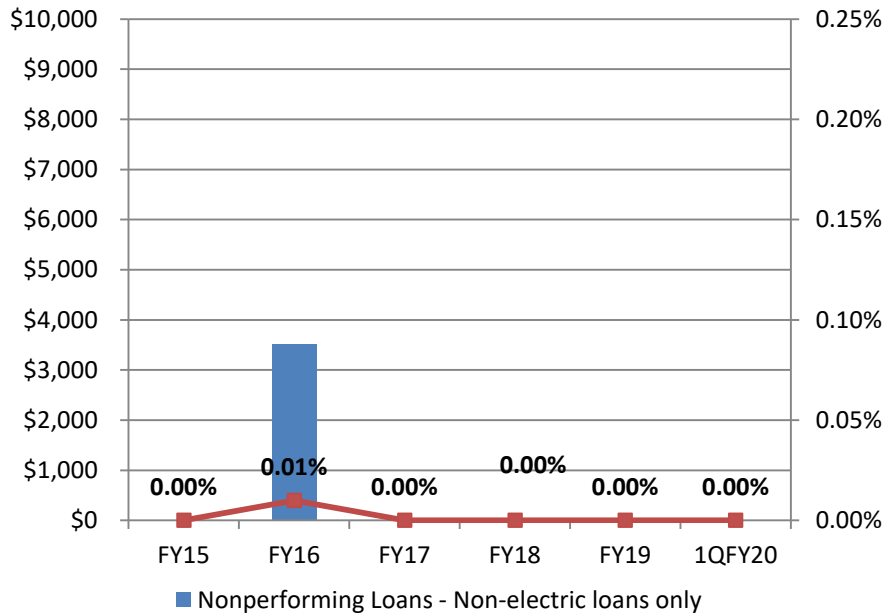
- Provide an essential service to their customers/owners
- Experience limited competition
- Generally serve exclusive territories with majority number of customers being residential
- Demonstrate stable operating and strong financial performance
- Are not rate regulated in the majority of states



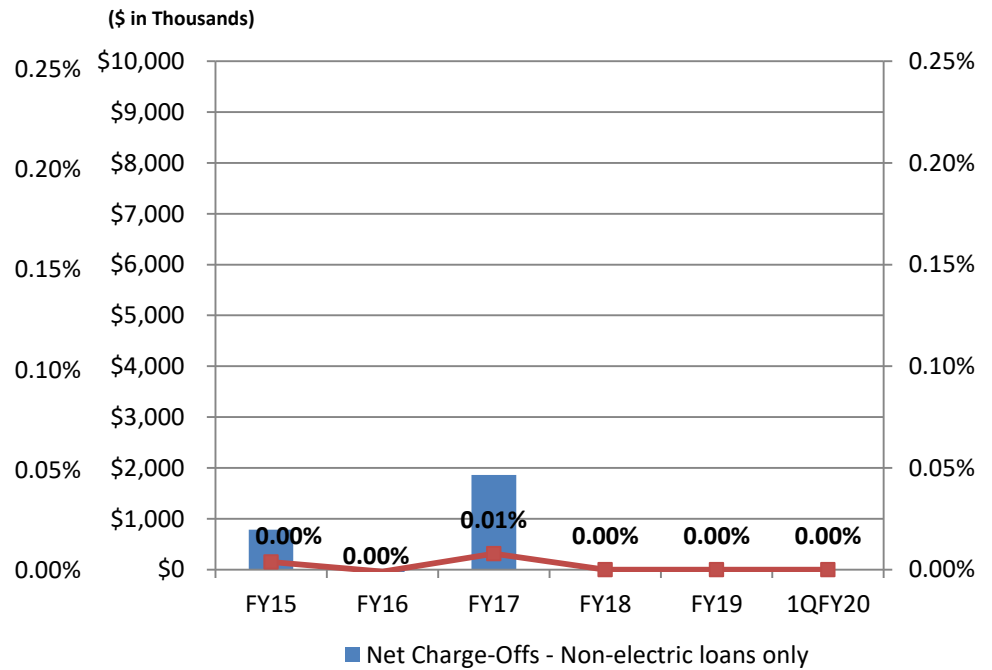
# Credit Performance

- During CFC's 50-year history, in the electric utility portfolio, there have only been 16 defaults, which resulted in six losses; net write-offs for the electric portfolio totaled \$86 million
- CFC did not have any delinquent or nonperforming loans since June 1, 2016
- CFC had no charge-offs or loan defaults during 1QFY20

**Nonperforming loans plus delinquencies/Total loans outstanding**  
(\$ in Thousands)



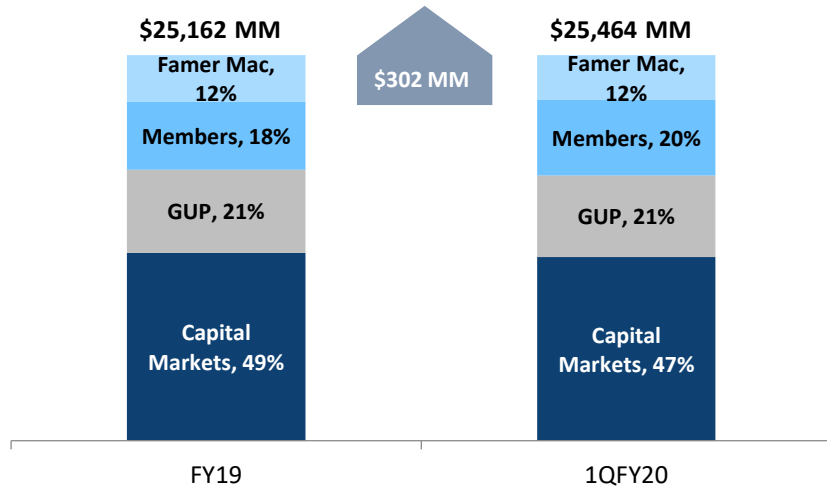
**Net charge-offs(Recovery)/average loans O/S**  
(\$ in Thousands)



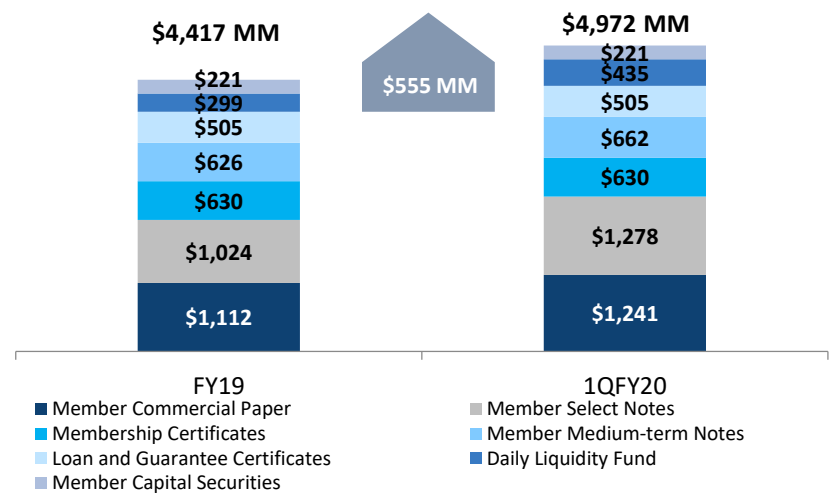


# Debt Funding Sources

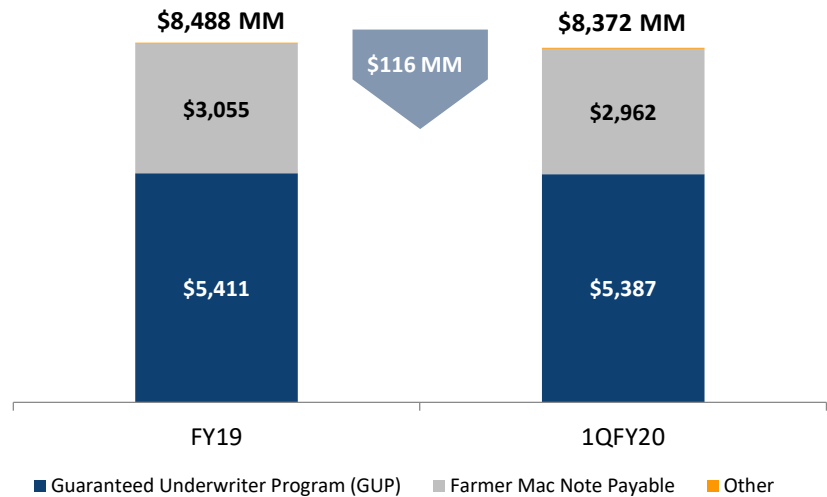
**Total Debt Outstanding (\$ in Mils)**



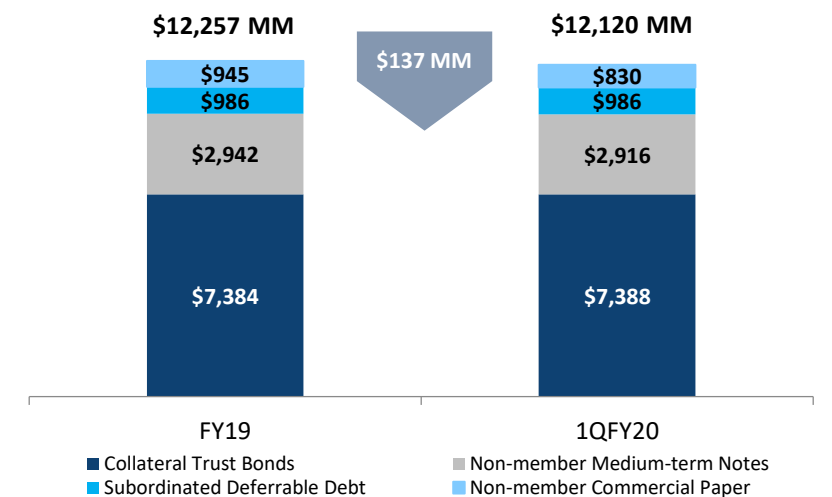
**Member Investment (\$ in Mils)**



**GUP, Farmer Mac & Other (\$ in Mils)**

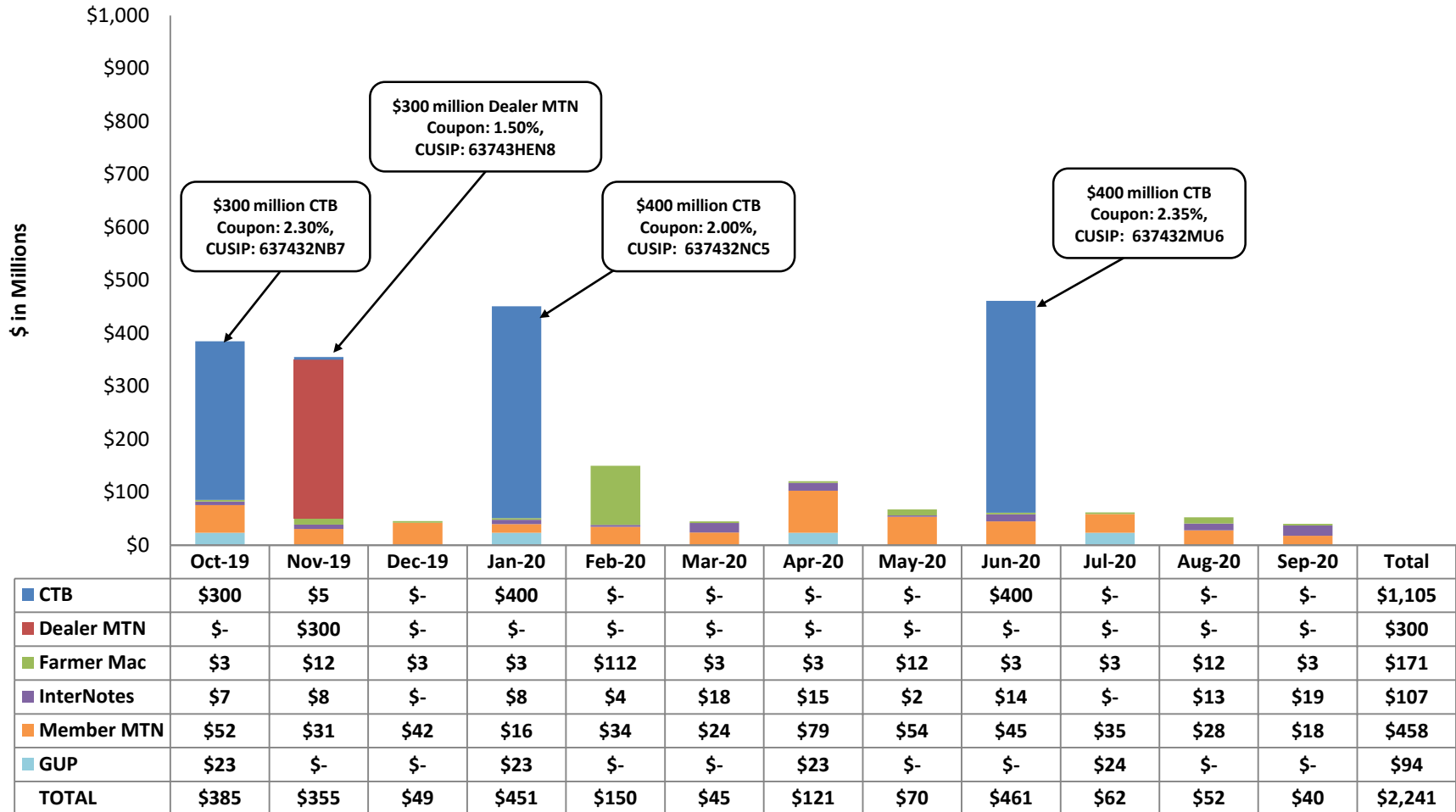


**Capital Markets Funding (\$ in Mils)**



# Monthly Debt Maturity Schedule

Data as of 9/30/2019

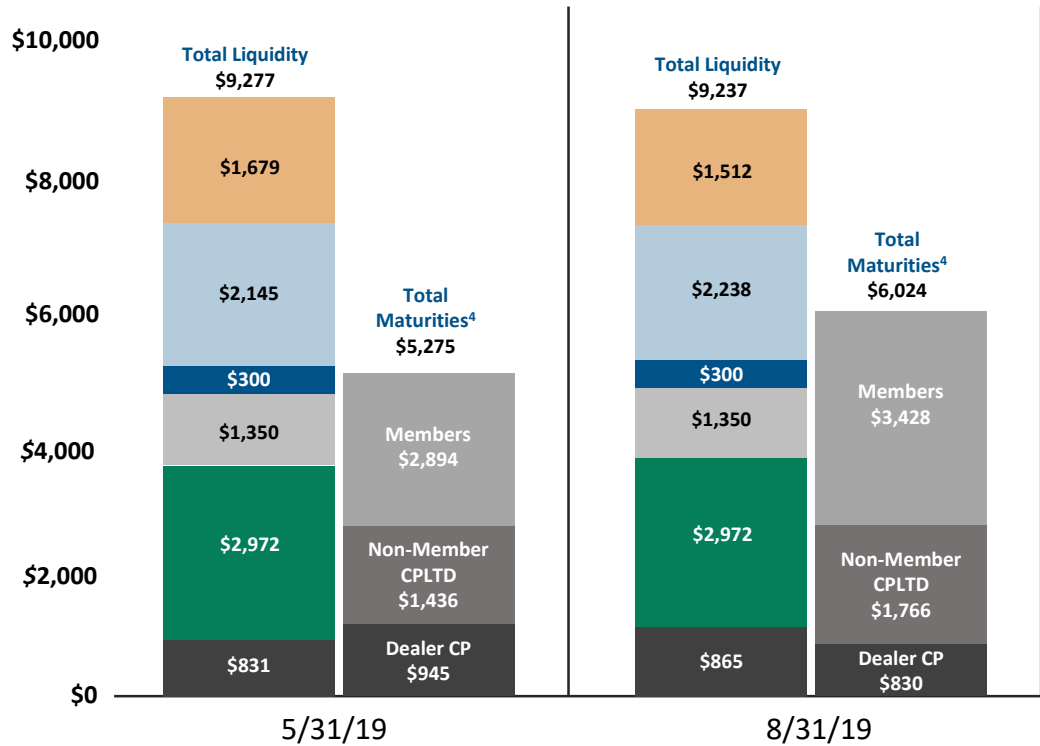
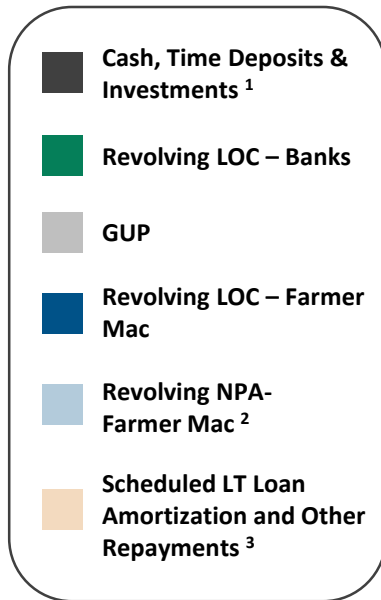


Note: Our members traditionally roll over their MTN investments at maturity.



# Liquidity Management

- CFC is a well-known seasoned issuer and believes it has adequate access to both long-term and short-term funding options



Liquidity Coverage/Excess Liquidity	5/31/19	8/31/19
Liquidity Coverage/Excess Liquidity	1.8x/\$4,002	1.5x/\$3,213
Liquidity Coverage/Excess Liquidity (excluding short-term member debt)	3.9x/\$6,896	3.6x/\$6,641

(1) \$570 million of investments are classified as held-to-maturity and it is our intention to hold these securities to maturity  
 (2) Revolving NPA - Farmer Mac is subject to market conditions

(3) Scheduled LT loan amortization and other repayments over the next 12 months  
 (4) Short-term debt maturities include long-term debt maturities over the next 12 months



# Liquidity Position as of 8/31/2019

(\$ in Mils.)	LT Debt Maturities	Projected Net Loan Growth	Other Sources/(Uses) of Cash	Projected Cash Needs	Projected LT Debt Issuances
11/30/19	\$773	\$59	\$573	\$259	\$265
2/29/20	650	112	59	703	690
5/31/20	235	(113)	(20)	142	90
8/31/20	564	(34)	(69)	599	620
11/30/20	504	7	70	441	420
2/28/21	314	12	(11)	337	320
<b>Totals</b>	<b>\$3,040</b>	<b>\$43</b>	<b>\$602</b>	<b>\$2,481</b>	<b>\$2,405</b>

\* Refer to Page 39 of 10Q for more details



# Key Takeaways

## Robust Credit Ratings

Fitch: **F1** (Short-Term); **A+** (Senior Secured); **A** (Senior Unsecured); **Stable** Outlook (Last commented on 9/24/19)

Moody's: **P-1** (Short-Term); **A1** (Senior Secured); **A2** (Senior Unsecured); **Stable** Outlook (Last commented on 11/30/18)

S&P: **A-1** (Short-Term); **A** (Senior Secured); **A** (Senior Unsecured); **Stable** Outlook (Last commented on 4/12/19)

Management's long-term incentives are tied to CFC credit ratings

## High Quality Loan Portfolios

99% of loans are to rural electric systems

93% of loans are on a senior secured basis

0.07% loan loss allowance coverage ratio

No loan defaults, no nonperforming loans, no charge-offs & no delinquent loans

## Strong Member Support

20% of funding is from member-owners

Historically low reinvestment risk on member investments

Total members' equity at \$1.6 billion as of 8/31/2019, a 63% increase from \$998 million as of 5/31/2013

## Healthy Funding & Liquidity Profile

Diversified funding sources (Cash, investments, bank lines, GUP & Farmer Mac)

1.5 times liquidity coverage ratio over the next 12 months

3.6 times liquidity coverage ratio over the next 12 months, excluding short-term debt maturities related to member investments



An outline map of the United States, including Alaska and Hawaii, serving as a background for the text.

***Created  
and Owned  
by America's  
Electric Cooperative  
Network***