



# Investor Meeting

May 2025

# Forward-Looking Statements and Disclaimers

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.

This presentation shall not constitute an offer to sell or the solicitation of an offer to buy securities nor shall there be any sale of any securities in any state in which such solicitation or sale would be unlawful prior to registration or qualification of these securities under the laws of any such state. National Rural Utilities Cooperative Finance Corporation (the "Company" of "CFC") has filed a registration statement (including a prospectus) with the U.S. Securities and Exchange Commission (the "SEC") with respect to which this communication relates. Before investing in any securities that the Company may offer, you should read the prospectus in that registration statement and the other documents the Company has filed with the SEC for more complete information about the Company and any potential offering. You may get these documents for free by visiting EDGAR on the SEC website at <http://www.sec.gov>. Alternatively, by calling collect the Company at 800-424-2954 or any underwriter or any dealer participating in any offering will arrange to send you the prospectus and the related prospectus supplement if you request it.



# Non-GAAP Financial Measures and Market Data

The information in this presentation includes non-GAAP financial measures. Please refer to our Form 10-K for the Fiscal Year ended May 31, 2024, and 10-Q for the quarter ended February 28, 2025 as filed with the SEC, to find what we consider the most directly comparable financial measures calculated and presented in accordance with generally accepted accounting principles in the U.S. ("GAAP") and 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. Market data and industry forecasts are used in this presentation, including data obtained from publicly available sources. These sources generally state that the information they provide has been obtained from sources believed to be reliable, but the accuracy and completeness of the information is not assured. The Company has not independently verified any such information. Certain figures have been rounded for ease of presentation and may not sum due to rounding.



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Cooperative Network

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# BUSINESS OVERVIEW

February 2025

*Leadership*

*Service*

*Accuracy*

*Personal and Professional Development*

*Strategic Growth*

*Nurture & Develop*

*Integrity*



# About CFC

Created and Owned by America's Rural Electric  
Cooperative Network

“

CFC is the largest private lender  
in the electric cooperative industry.

”

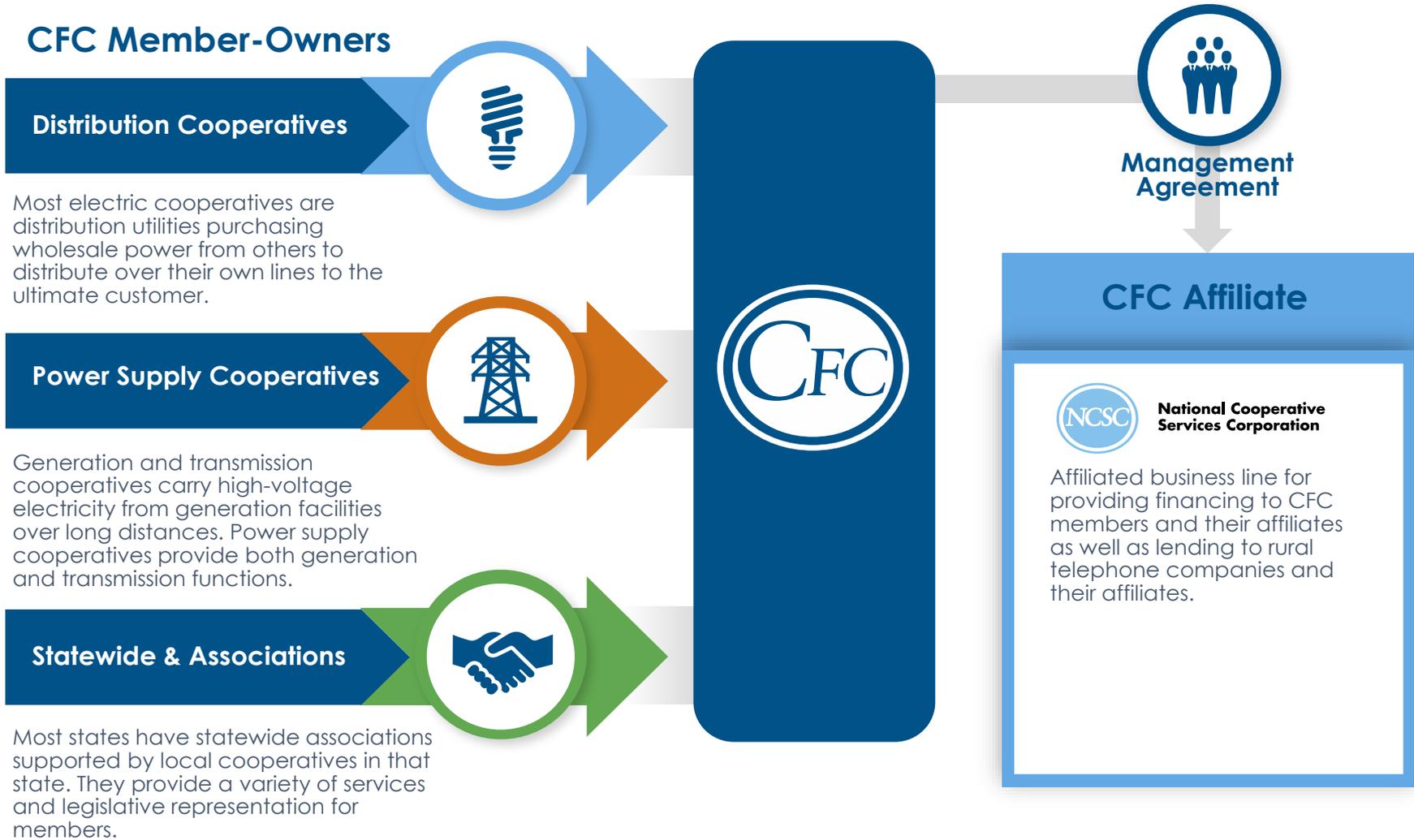
<b>Formed</b>	1969
<b>Entity Type</b>	Tax-exempt, member-owned cooperative.
<b>Ownership</b>	Created, owned and governed by rural electric cooperatives.
<b>Headquarters</b>	Dulles, Virginia.
<b>Mission</b>	Meet the financing and strategic services needs of the rural electric cooperative network today, tomorrow and into the future.
<b>Total Loans, Gross<sup>1</sup></b>	\$36.5 Billion
<b>Total Assets<sup>1</sup></b>	\$37.8 Billion
<b>Membership<sup>2</sup></b>	Primarily 842 electric distribution cooperatives and 68 power supply cooperatives



1) As of 2/28/2025

2) As of 5/31/2024

# Company Overview



# Credit Ratings & Debt Instruments\*

DEBT INSTRUMENT	FitchRatings	MOODY'S	S&P Global
	Ratings Outlook → Stable Last Credit Opinion → 9/19/24	Stable 2/21/25	Stable 11/14/24
<b>COLLATERAL TRUST BONDS</b> Offer a direct pledge of electric distribution mortgage notes.	A+	A1	A-
<b>MEDIUM TERM NOTES &amp; INTERNOTES</b> Offer a direct general corporate obligation of CFC.	A	A2	A-
<b>SUBORDINATED NOTES</b> Offer a direct general corporate obligation of CFC; obligations are subordinated to other senior debt but senior to CFC's members' subordinated certificates.	BBB+	A3	BBB
<b>COMMERCIAL PAPER</b> Offer a direct general corporate obligation of CFC with backup lines of credit provided by a group of banks.	F1	P-1	A-2
<b>GUARANTEE OF TAX-EXEMPT BONDS</b> CFC acts as guarantor and a stand-by liquidity provider.	A/F1	A2/P-1	A-/A-2



\* Note: A Securities rating is not a recommendation to buy, sell or hold securities and may be subject to revision or withdrawal at any time.

# Collateral Trust Bonds (CTBs)

Secured by the pledge of permitted investments and eligible senior secured mortgage notes from distribution system borrowers.

Principal amount of eligible mortgage notes pledged must be in an amount at least equal to the outstanding principal amount of CTBs.

## TRUSTEE

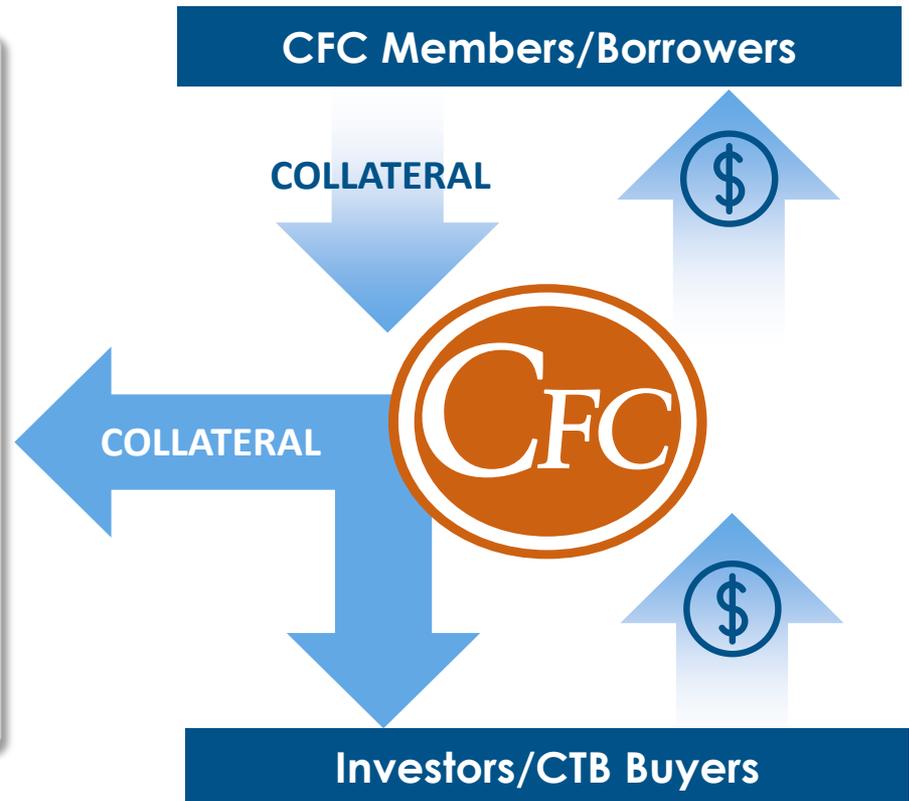
(US Bank Trust Company, National Association)

### Description of Collateral

**Electric distribution cooperative senior secured mortgage notes:  
Lien on all utility assets, a pledge of revenue and after acquired property.**

#### Eligible Mortgage Notes Criteria:

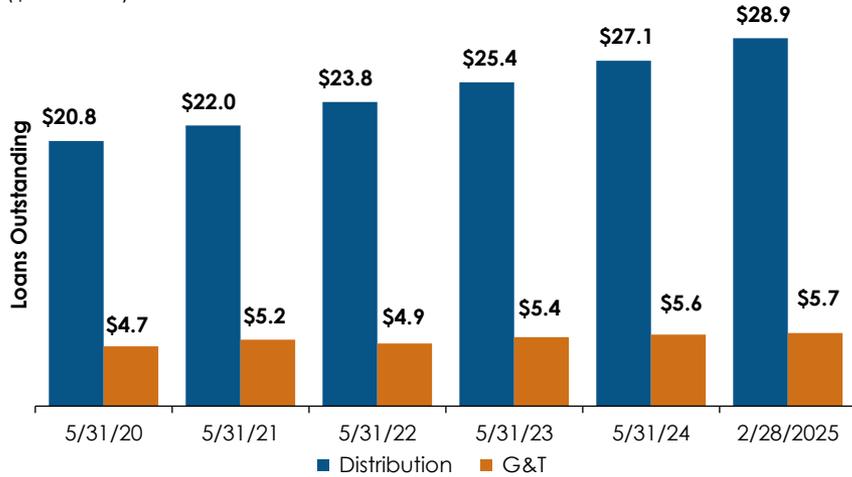
- The borrower must be performing and in good standing with CFC
- Notes of distribution members where 50% or more of the operating revenues are derived from direct sales of electricity
- Distribution members having equity ratios of at least 20% and average debt service coverage ratios of at least 1.35x
- All eligible mortgage notes of any one member cannot exceed 10% of the aggregate amount of all eligible collateral



# Focus on Electric Lending – Largest Private Lender

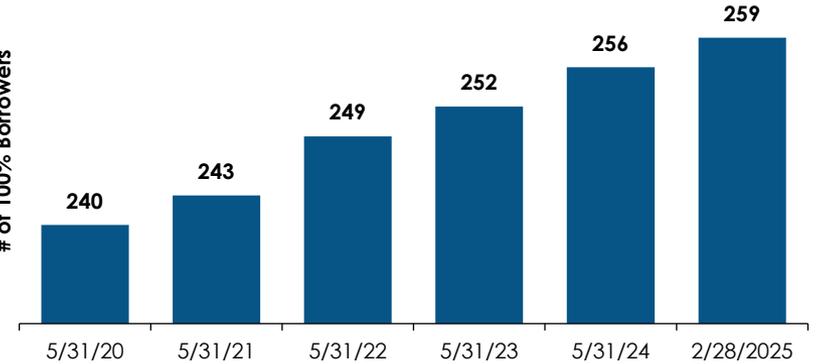
CFC Loans Outstanding <sup>1</sup>

(\$ in Billions)

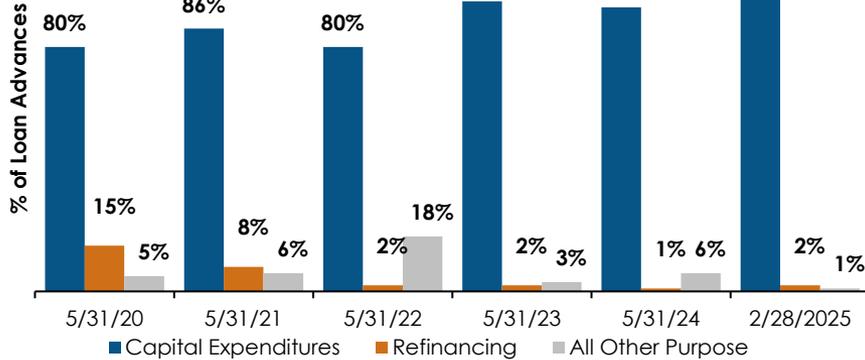


CFC 100% Class A Borrowers <sup>2</sup>

# of 100% Borrowers

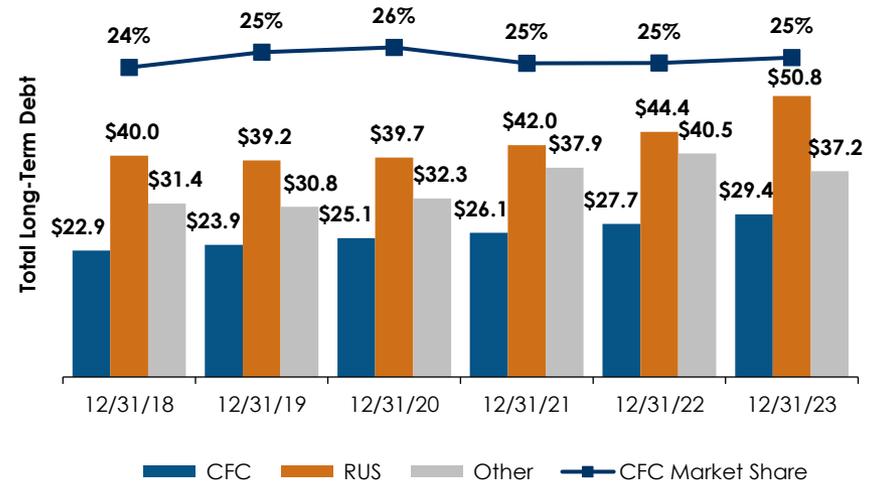


CFC Long-Term Loan Advances by Purpose



Electric Cooperatives Total Long-Term Debt by Lender <sup>3</sup>

(\$ in billions)



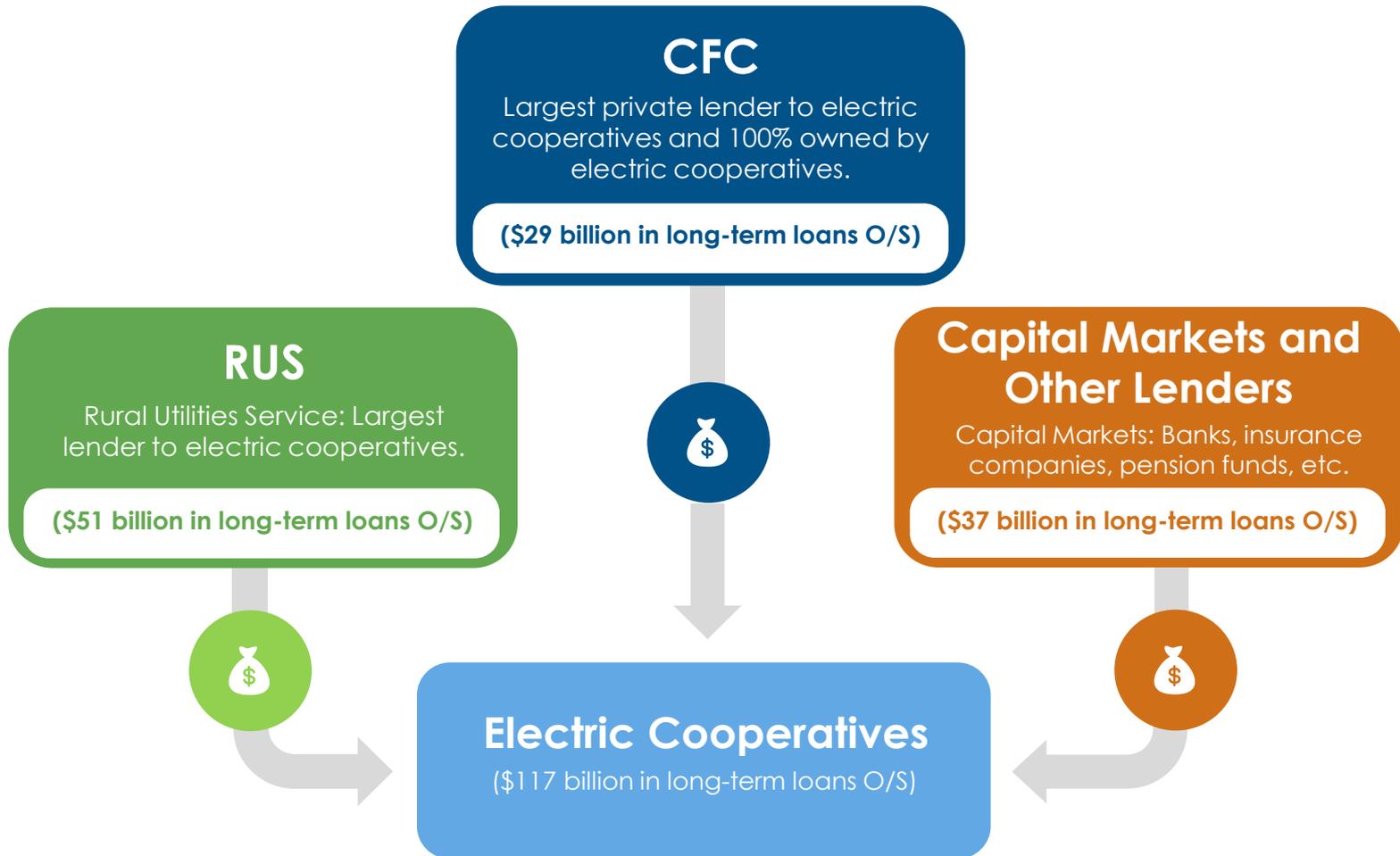
1 Amounts do not include loans to Distribution and G&T borrowers in NCSC loan portfolio.

2 Class A Borrowers consist of Distribution members only.

3 Amounts for debt held by RUS and other lenders are based on member-provided information. Source FY2024 Form 10-K.

# Electric Cooperative Lending Landscape

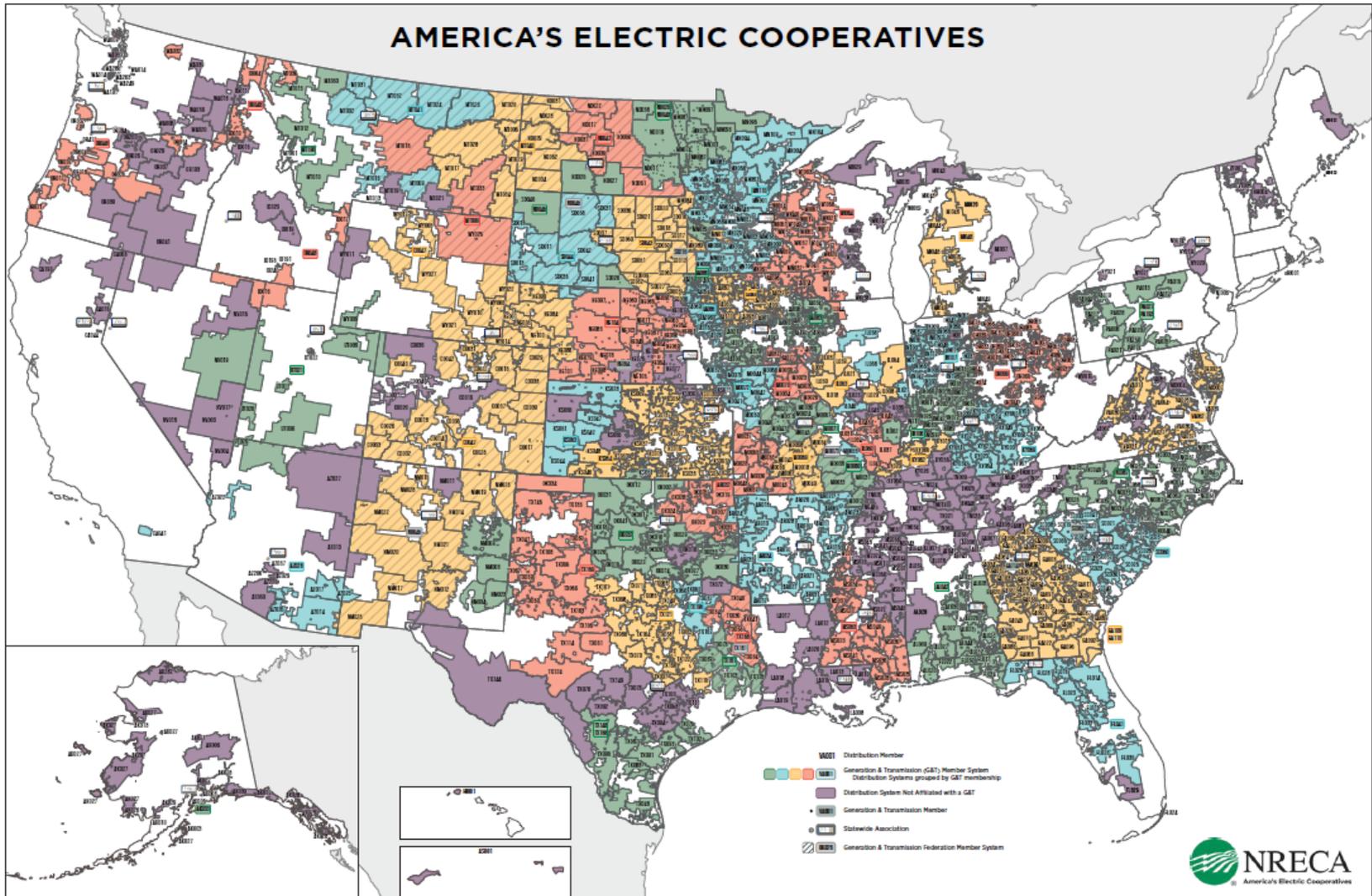
Data as of 12/31/2023; reported amounts are based on Form 10-K information.



Source: FY2024 Form 10-K

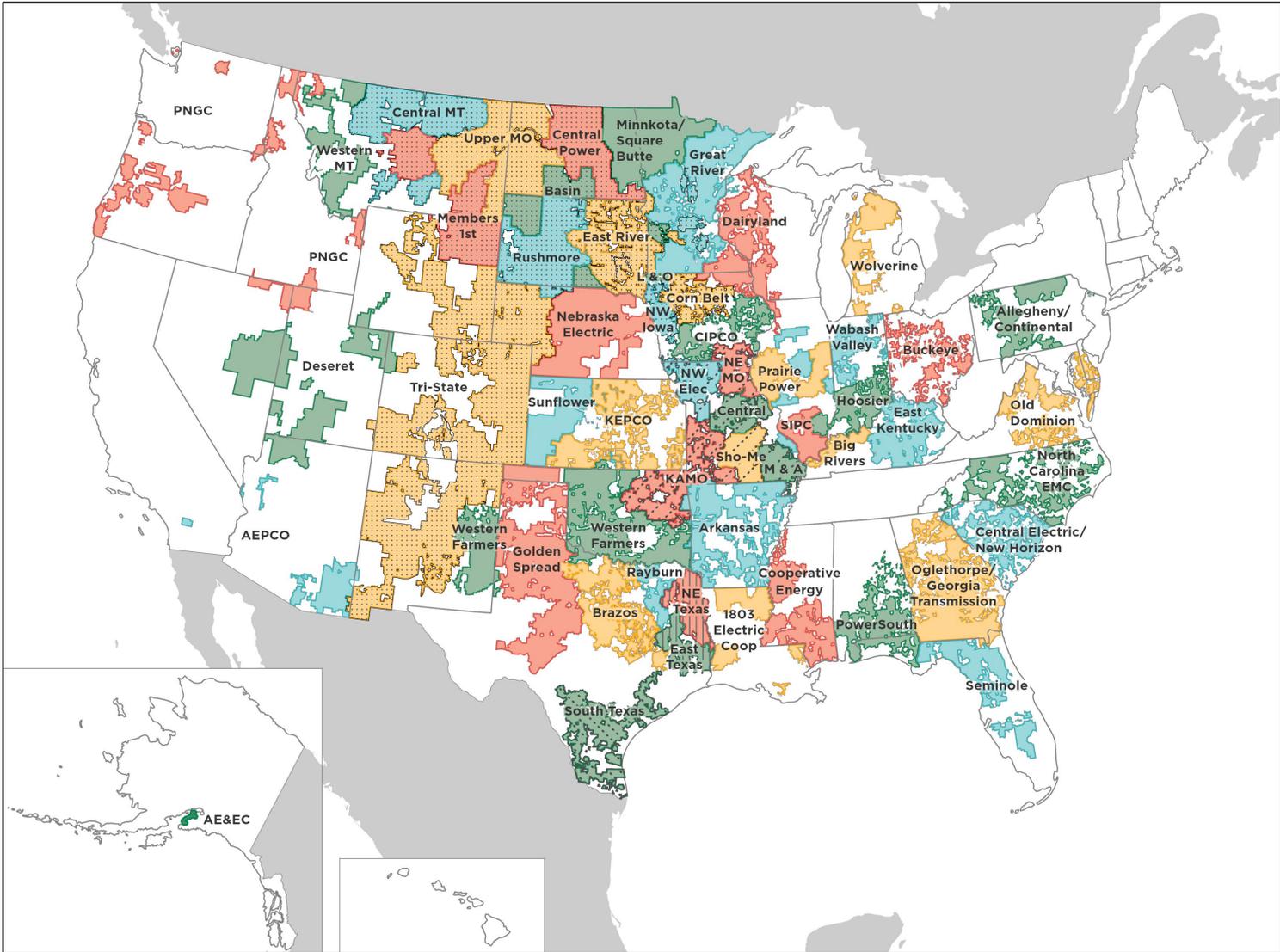
# Distribution Cooperative Members

842 Distribution Members as of 5/31/2024



# Generation & Transmission Cooperative Members

68 G&T Members as of 5/31/2024



Source: NRECA 2024

# Consolidated Loans Outstanding by State & Territory at May 31, 2024

State/Territory	Loan Balance (\$ in 000s)	Loan Balance %	Number of Borrowers
Texas	\$5,768,541	16.71%	67
Missouri	\$1,970,898	5.71%	43
Georgia	\$1,928,968	5.59%	41
Colorado	\$1,856,131	5.37%	27
Florida	\$1,371,889	3.97%	21
Indiana	\$1,335,402	3.87%	41
Arkansas	\$1,300,777	3.77%	23
Oklahoma	\$1,146,034	3.32%	27
Kansas	\$1,132,115	3.28%	27
Alaska	\$1,102,280	3.19%	16
Illinois	\$1,077,578	3.12%	29
South Carolina	\$967,266	2.80%	22
North Carolina	\$937,980	2.72%	26
Alabama	\$903,850	2.62%	23
Kentucky	\$885,890	2.56%	22
North Dakota	\$859,671	2.49%	16
Iowa	\$823,010	2.38%	37
Mississippi	\$702,725	2.04%	22
Ohio	\$691,210	2.00%	26
Wisconsin	\$657,260	1.90%	27
Michigan	\$654,702	1.90%	10
Minnesota	\$647,409	1.87%	44
Pennsylvania	\$604,228	1.75%	15
Louisiana	\$580,074	1.68%	9
Maryland	\$517,462	1.50%	2
= Top 10 State - FY23-24 Loan Growth			

State/Territory	Loan Balance (\$ in 000s)	Loan Balance %	Number of Borrowers
Arizona	\$445,663	1.29%	10
Oregon	\$419,733	1.22%	20
Virginia	\$408,405	1.18%	18
Tennessee	\$328,361	0.95%	22
Wyoming	\$327,877	0.95%	10
Washington	\$301,138	0.87%	10
Montana	\$297,348	0.86%	22
South Dakota	\$257,253	0.74%	28
Utah	\$225,337	0.65%	4
Nevada	\$204,211	0.59%	7
New Hampshire	\$181,263	0.52%	2
New York	\$130,570	0.38%	16
Idaho	\$116,385	0.34%	10
Hawaii	\$82,646	0.24%	2
Delaware	\$61,534	0.18%	3
Massachusetts	\$60,000	0.17%	1
New Mexico	\$54,431	0.16%	10
Vermont	\$51,192	0.15%	4
Nebraska	\$40,151	0.12%	10
California	\$37,165	0.11%	4
New Jersey	\$23,943	0.07%	2
Maine	\$20,493	0.06%	3
West Virginia	\$10,246	0.03%	2
Washington DC	\$10,167	0.03%	1
Rhode Island	\$9,324	0.03%	1
<b>Total</b>	<b>\$34,528,184</b>	<b>100.00%</b>	<b>885</b>

## Top 10 States - FY23-24 Net Loan Growth

State/Territory	FY23-FY24 Loan Growth (\$ in 000s)	% of FY24 Total Loan Growth
Texas	\$239,738	11.93%
Arkansas	\$197,509	9.83%
Georgia	\$176,591	8.79%
Colorado	\$159,179	7.92%
Missouri	\$155,120	7.72%
South Carolina	\$142,991	7.12%
Illinois	\$94,765	4.72%
Michigan	\$93,391	4.65%
Alabama	\$89,651	4.46%
Indiana	\$87,574	4.36%
All Other States	\$523,951	28.49%
<b>Total Loan Growth</b>	<b>\$2,008,835</b>	<b>100.00%</b>

## Loans Outstanding to 20 Largest Borrowers

	Amount	% of Total
Loans Outstanding	\$6.851 billion	20%
(Less Loans covered under Farmer Mac Agreement)	(\$226 million)	-1%
<b>Net Loans Outstanding Exposure</b>	<b>\$6.625 billion</b>	<b>19%</b>



# CFC Capital Structure

As of 2/28/2025

All of CFC's Members' Subordinated Certificates are subordinated to all CFC senior secured, senior unsecured and nonmember subordinated debt issuances.



Senior Secured Debt (o/s) (including Collateral Trust Bonds, Farmer Mac Notes, GUP Notes)  
**\$17,203 million**

Senior Unsecured Debt (o/s) (including Medium Term Notes, Commercial Paper, Daily Liquidity Funds, Select Notes)  
**\$14,569 million**

Subordinated Deferrable Notes (o/s)  
**\$1,321 million**

Members' Subordinated Certificates (o/s): Membership Subordinated Certificates (**\$629 million**), Loans & Guarantee Subordinated Certificates (**\$310 million**), Member Capital Securities (**\$246 million**)  
**\$1,185 million**

Members' Equity  
**\$2,533 million**

**\$3.7**  
billion of  
cushion

# CFC Corporate Responsibility

CFC's LEED Gold-certified building and 42-acre ecofriendly campus serve as CFC's headquarters. CFC has installed electric charging stations at our headquarters.



**\$243 Million** contributed to REDL&G<sup>1</sup> over the past 20 years.



**Member Education** through webinars and published CFC corporate responsibility content.



**Sustainability Bonds** proceeds fund loans for rural broadband and renewable energy projects.



**Corporate Citizenship Report** published in May 2024.



**Sustainability Bond Report** published in August 2021 and 2023.



1) Rural Economic Development Loan & Grant Programs (REDL&G)



# FINANCIAL HIGHLIGHTS

February 2025

# 3QFY25 Financial Highlights

(as of February 28, 2025, unless otherwise noted)



## Growing Balance Sheet

- Loans to members totaled \$36.5 billion, a \$1.9 billion or 6% increase from FYE24
- Mainly long-term, fixed-rate, secured utility loans

## High Quality Loan Portfolio



- Historically limited levels of charge-offs, loan defaults, nonperforming loans, and delinquencies
- Geographically diverse borrower base with 98% loans to electric utilities



## Strong Financial Metrics

- Adjusted TIER of 1.19x for 3QFY25, 1.20 YTD (9 mos) FY25
- More than \$2.5 billion Members' equity

## Diverse Funding Sources & Healthy Liquidity

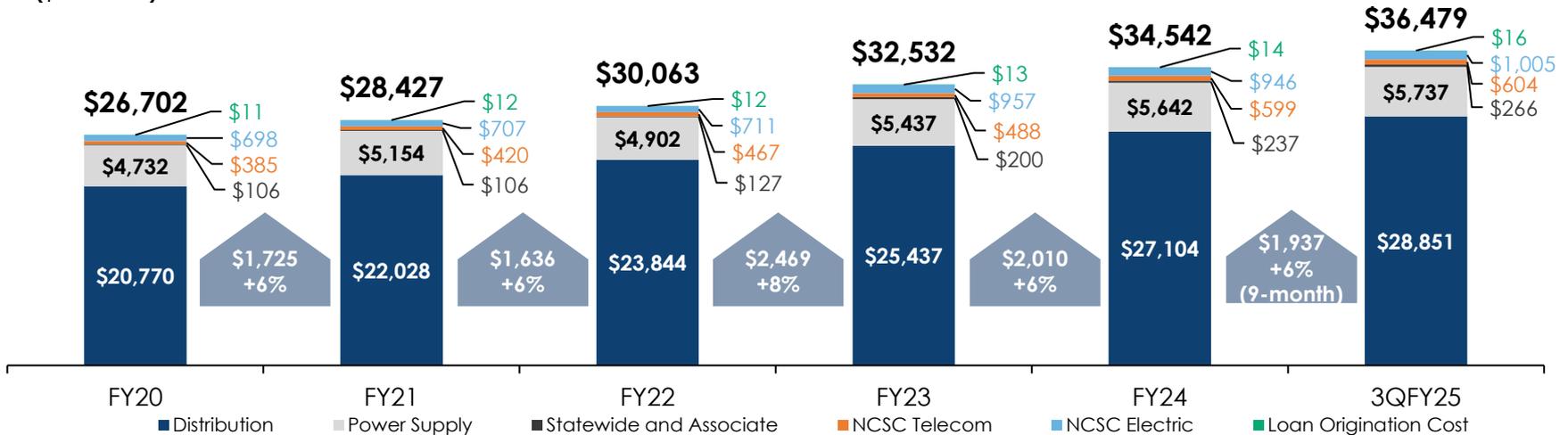


- Diversified liquidity sources supported by cash, investments, committed bank lines, Guaranteed Underwriter Program (GUP), Farmer Mac, and repo facilities

# Loans to Members: Robust Loan Growth

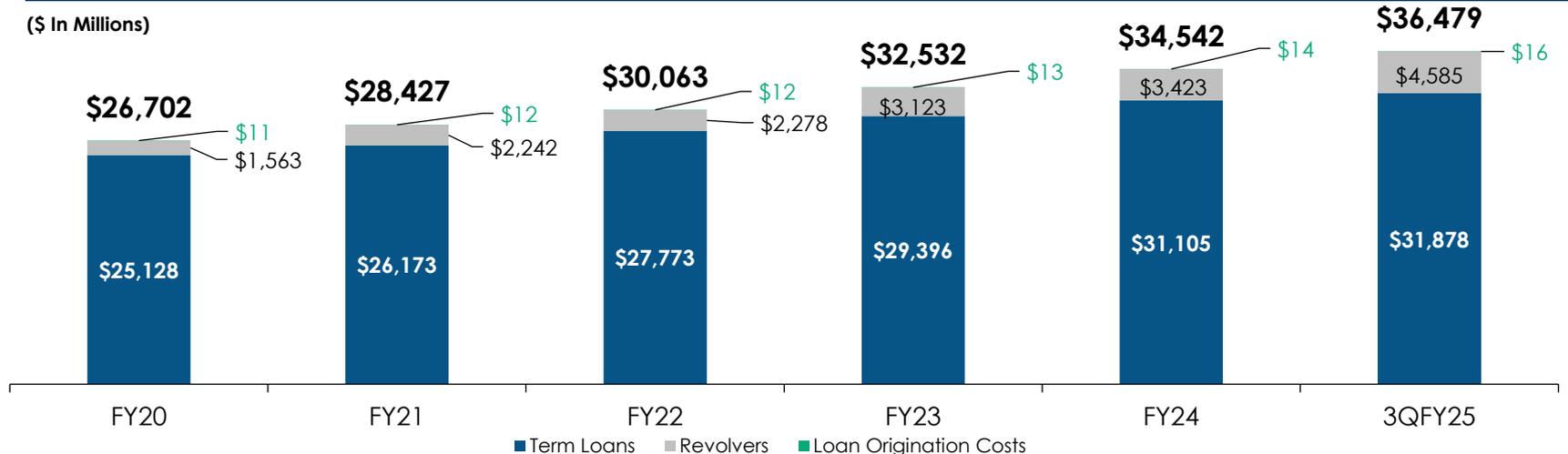
## Loans to Members by Member Class

(\$ In Millions)



## Loans to Members by Type

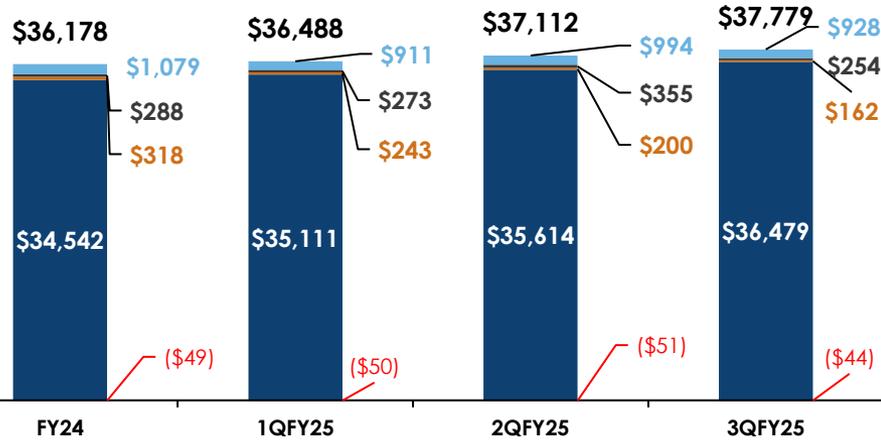
(\$ In Millions)



# Balance Sheet: Sound Capital Structure

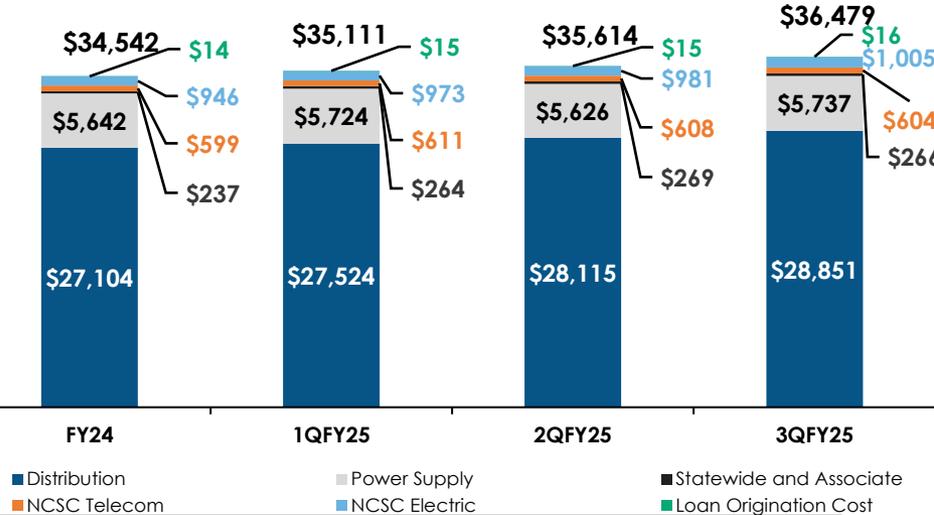
## Total Assets (\$ in Millions)

\$1.6 billion, or 4%, Increase in Total Assets From FY24 to 3QFY25



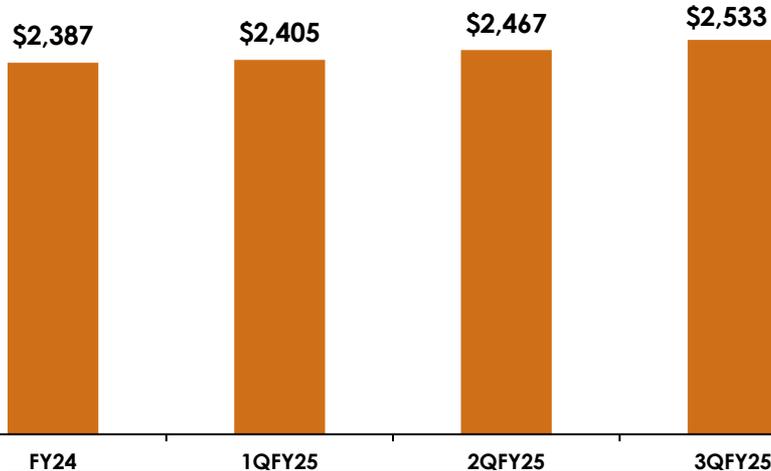
## Total Liabilities (\$ in Millions)

\$1.9 billion, or 6%, Increase in Total Loans To Members From FY24 to 3QFY25



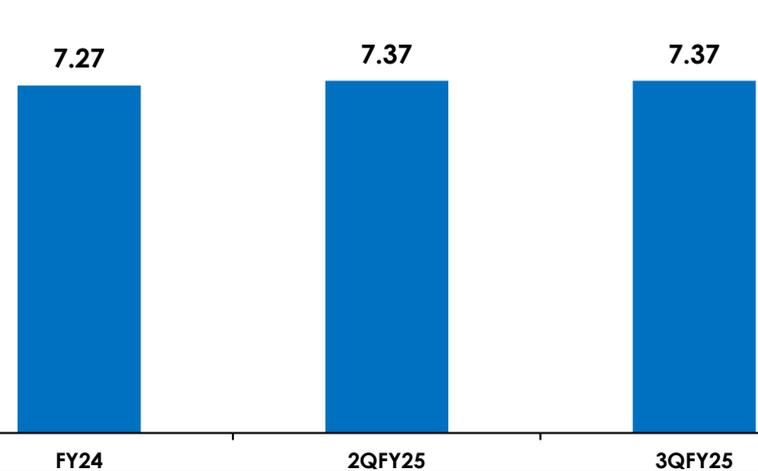
## Members' Equity (\$ in Millions) <sup>1</sup>

\$146 million, or 6%, Increase in Members' Equity from FY24 to 3QFY25



## Adjusted Debt-to-Equity Ratio <sup>2</sup>

0.10, or 1%, Increase in Adjusted Debt to Equity Ratio From FY24 to 3QFY25

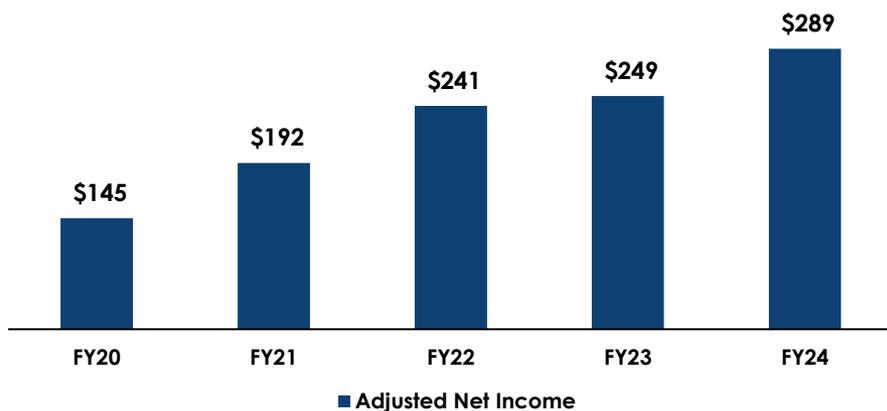


1) Refer to Appendix for non-GAAP reconciliations.  
 2) Adjusted total debt outstanding divided by adjusted total equity. Refer to Appendix for non-GAAP reconciliations.

# Income Statement: Solid Financial Performance

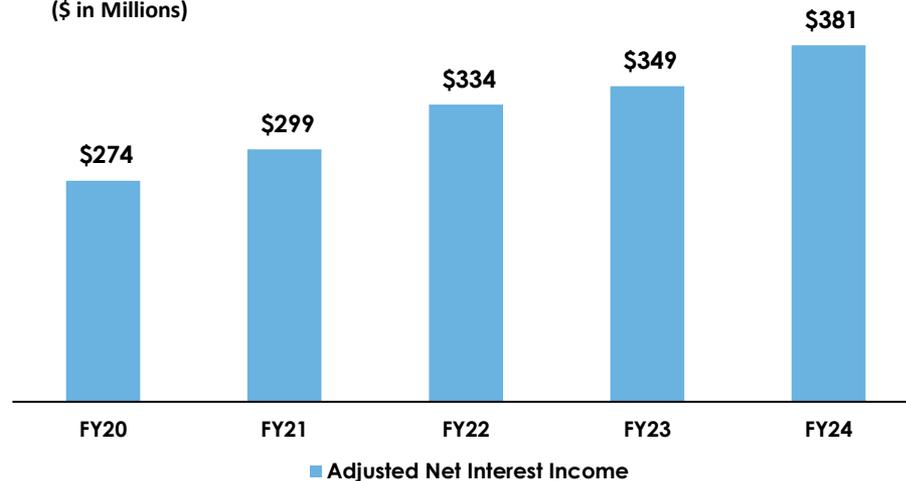
Adjusted Net Income: \$144 Million, 99% Increase from FY2020 to FY2024

(\$ in Millions)

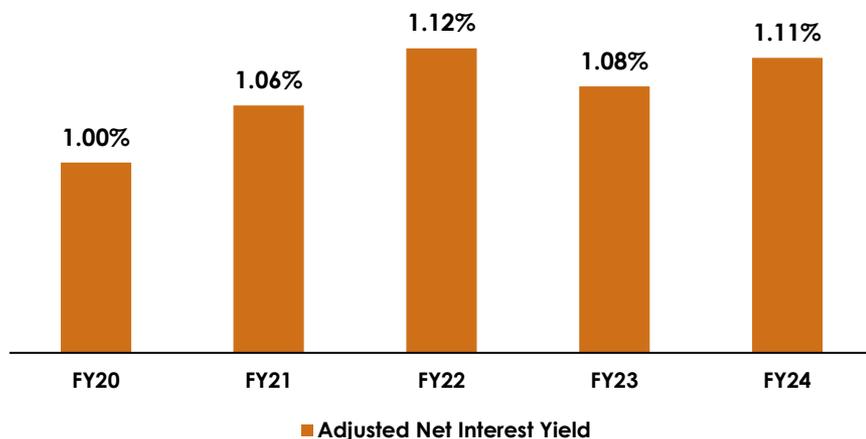


Adjusted Net Interest Income: \$107 million, 39% Increase from FY2020 to FY2024

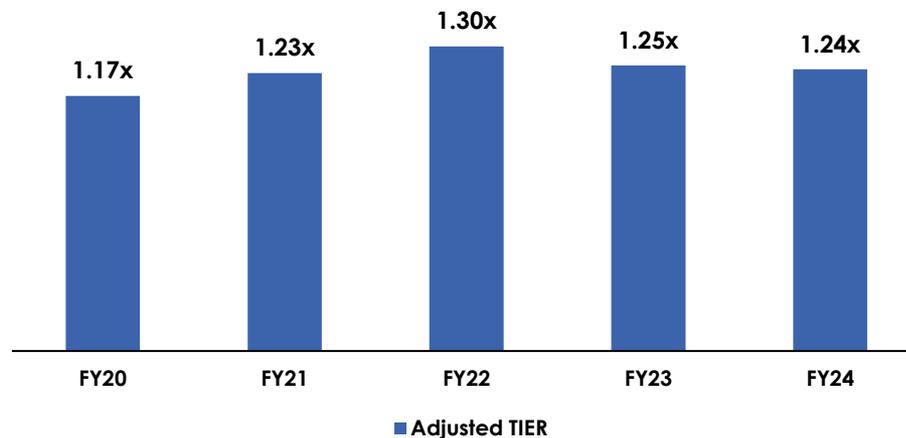
(\$ in Millions)



Adjusted Net Interest Yield<sup>2</sup>: 11 bps, 11% Increase from FY2020 to FY2024



Adjusted TIER<sup>1</sup>: 0.07, 6% Increase from FY2020 to FY2024

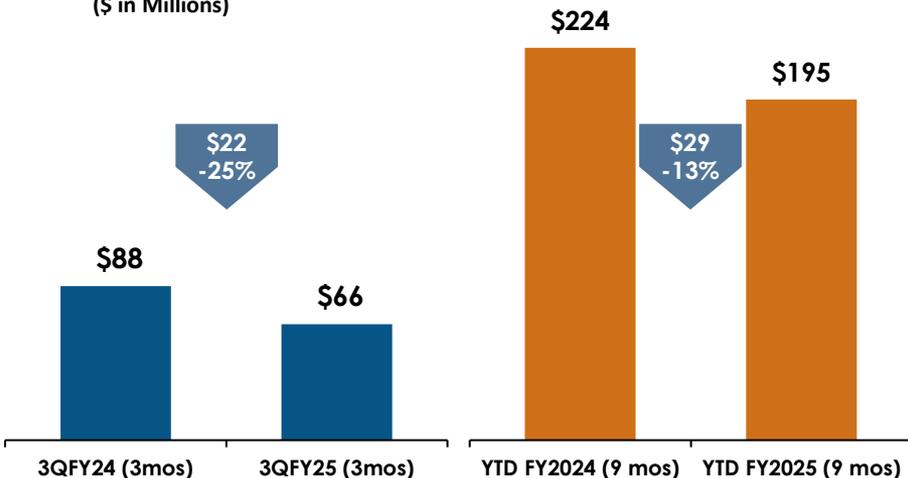


- Adjusted TIER is calculated based on adjusted net income (loss) plus adjusted interest expense for the period divided by adjusted interest expense for the period. Refer to Appendix for non-GAAP reconciliations.
- Adjusted Net Interest Yield is calculated based on adjusted net interest income for the period divided by average interest-earning assets for the period. Refer to Appendix for non-GAAP reconciliations.

# 3QFY25 Income Statement

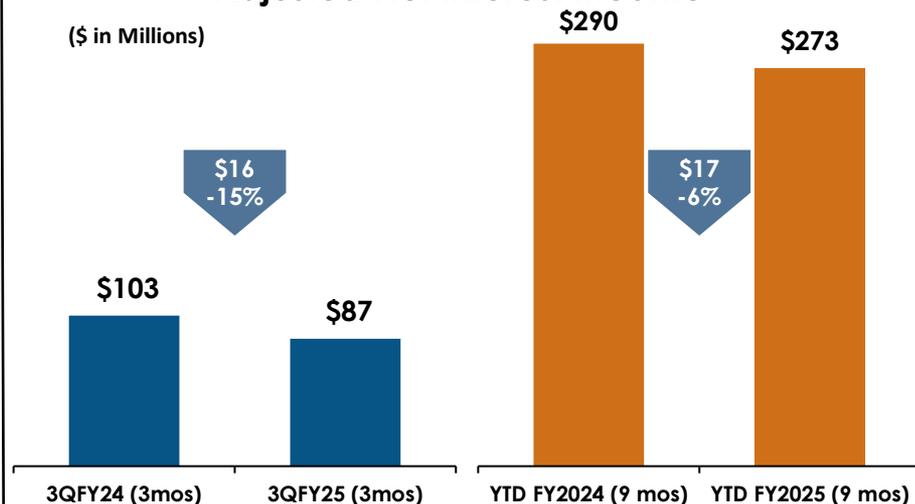
## Adjusted Net Income <sup>1</sup>

(\$ in Millions)

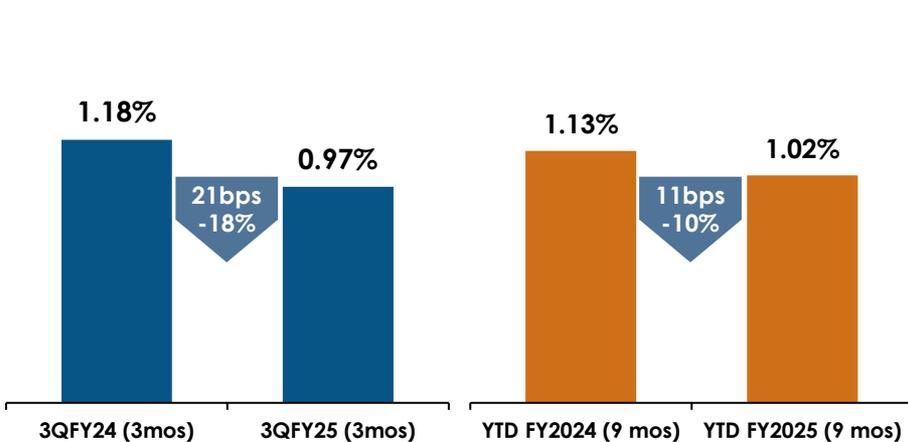


## Adjusted Net Interest Income <sup>1</sup>

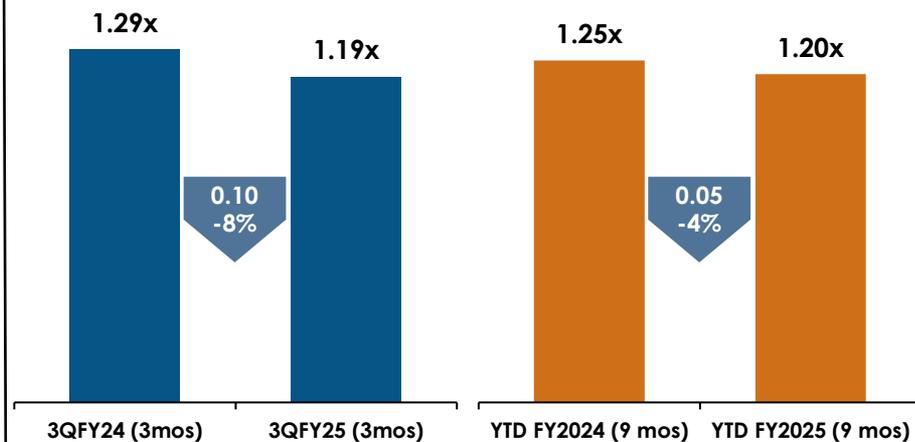
(\$ in Millions)



## Adjusted Net Interest Yield <sup>2</sup>



## Adjusted TIER <sup>3</sup>

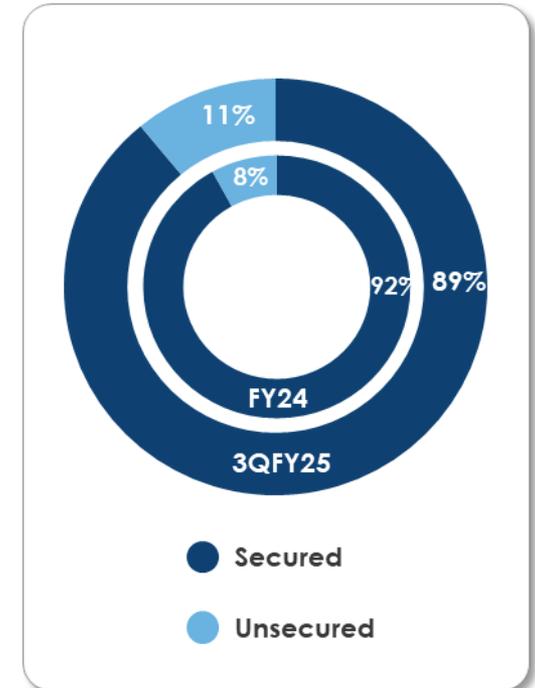
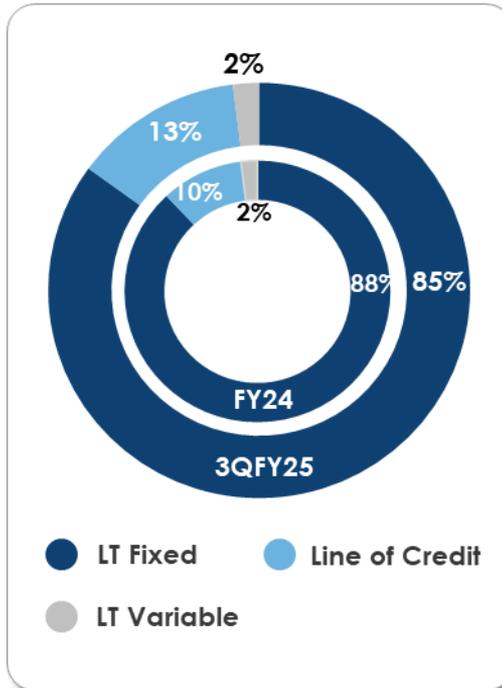
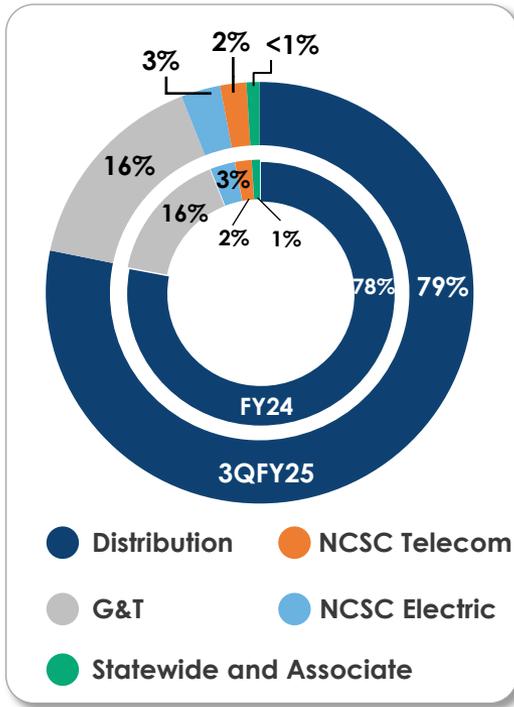


- 1) Refer to appendix for non-GAAP reconciliations.
- 2) Adjusted Net Interest Yield is calculated based on annualized adjusted net interest income for the period divided by average interest-earning assets for the period. Refer to Appendix for non-GAAP reconciliations.
- 3) Adjusted TIER is calculated based on adjusted net income (loss) plus adjusted interest expense for the period divided by adjusted interest expense for the period. Refer to Appendix for non-GAAP reconciliations.

# Long-Term, Fixed-Rate, Secured Electric Utility Loans

## CFC's Electric Cooperative Borrowers/Members:

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



Charts are percentage of total loan portfolio

# Credit Performance

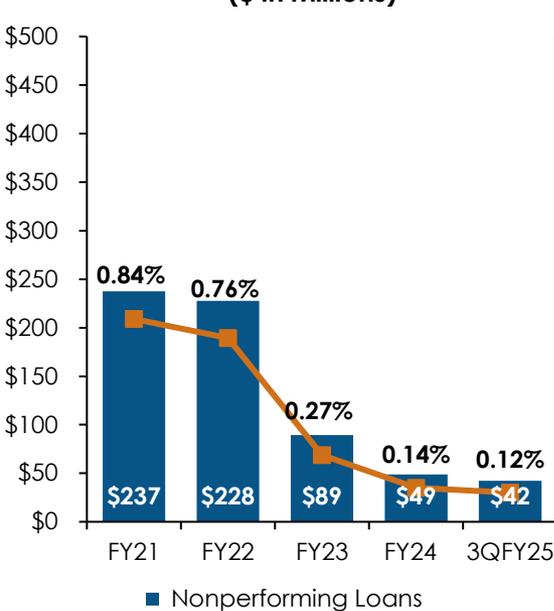


Historically, CFC has had limited levels of charge-offs, loan defaults, nonperforming loans and delinquencies.

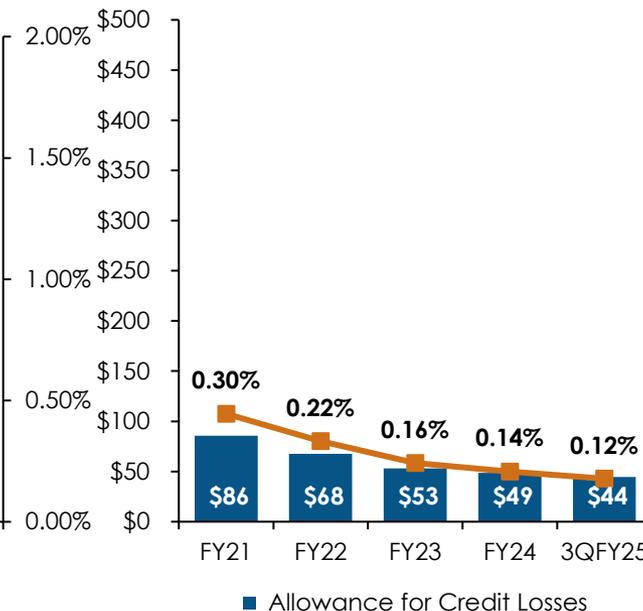
Electric Portfolio: CFC had 18 defaults and 8 losses with cumulative net charge-offs of \$100 million in 56-year history.



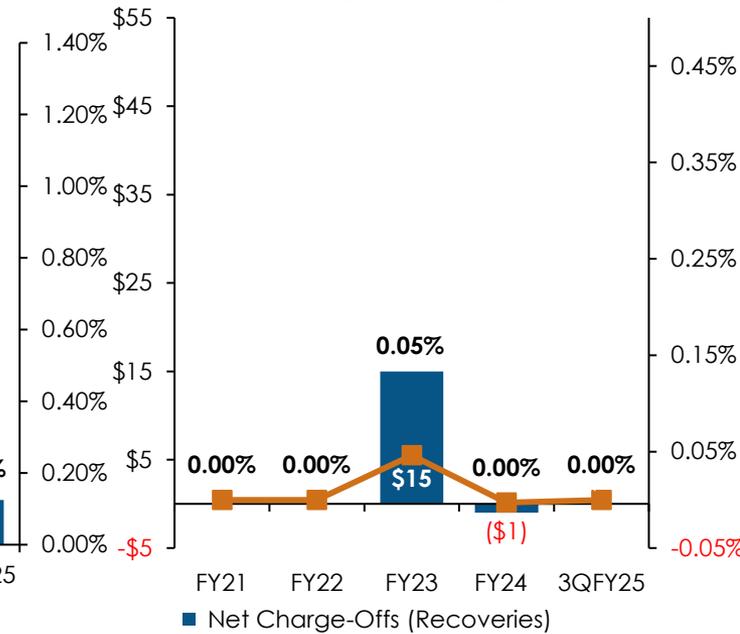
**Nonperforming Loans/ Total Loans Outstanding (\$ in Millions) <sup>1</sup>**



**Allowance for Credit Losses/ Total Loans Outstanding (\$ in Millions)**



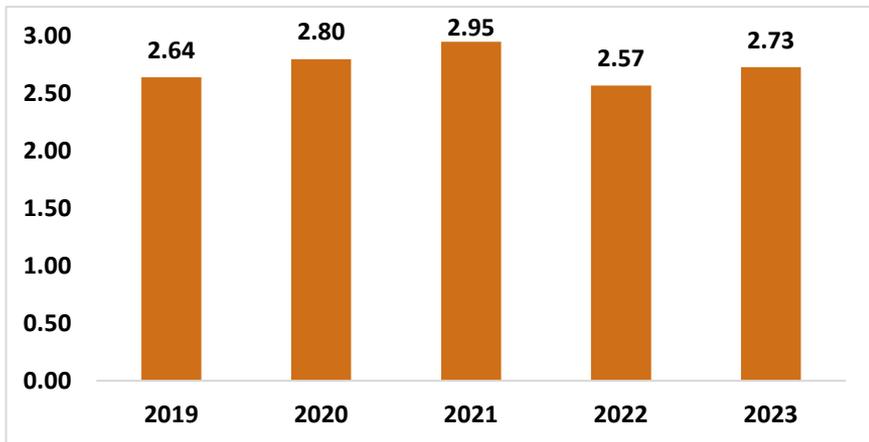
**Net Charge-Offs (Recoveries) / Average Loans Outstanding (\$ in Millions)**



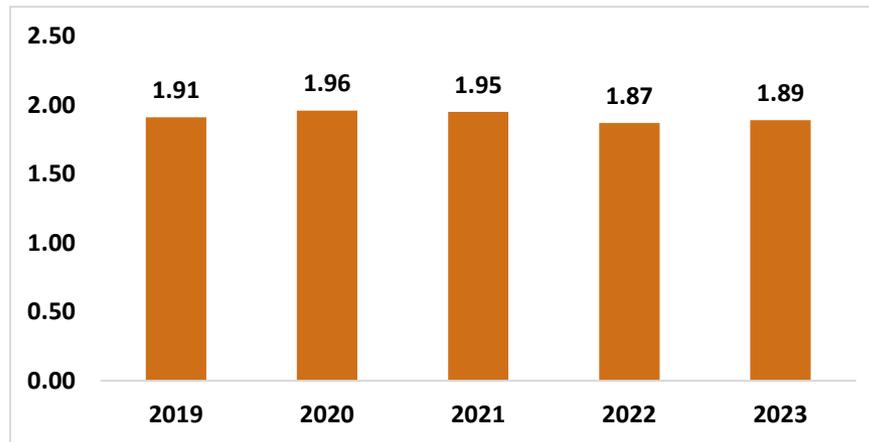
<sup>1</sup> CFC received a \$16 million payment in March 2025, reducing the nonperforming loan balance to \$26 million.

# Electric Distribution Cooperatives Credit Strength

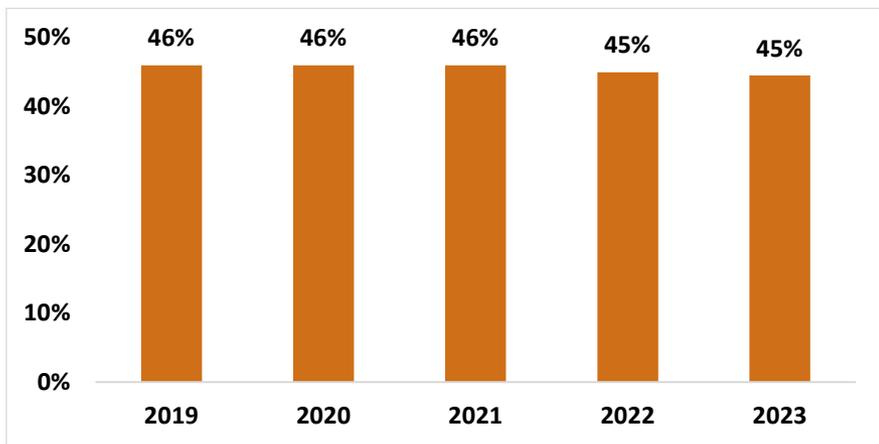
TIER



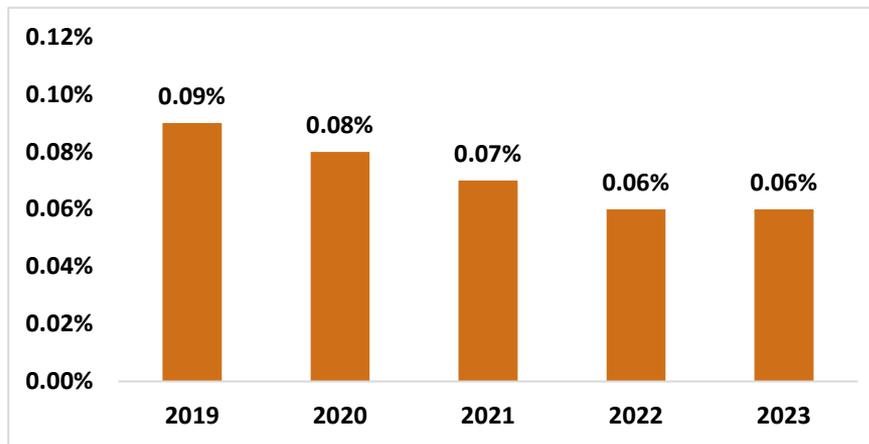
Modified DSC



Equity as a % of assets



Amount Written Off as a % of Operating Revenue



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# FUNDING & LIQUIDITY

February 2025

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# Funding Strategy

## Member Investments

- Direct investments from the membership
- Attract additional and retain existing investments from members

## Dealer CP Issuance

- Minimize wholesale funding risk by maintaining dealer CP balance within a manageable level at each fiscal quarter-end

## Institutional Program

- Strategically balance between secured and unsecured issuances by issuing CTBs and/or MTNs from public or private platforms

## Retail Program

- Target retail investors through InterNotes and subordinated notes programs via Insperex platform

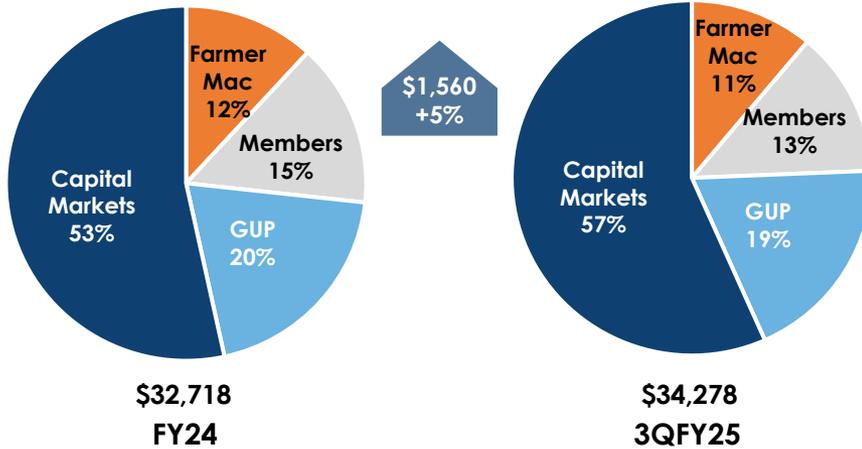
## GUP & Farmer Mac

- Maintain flexibility and preserve availability

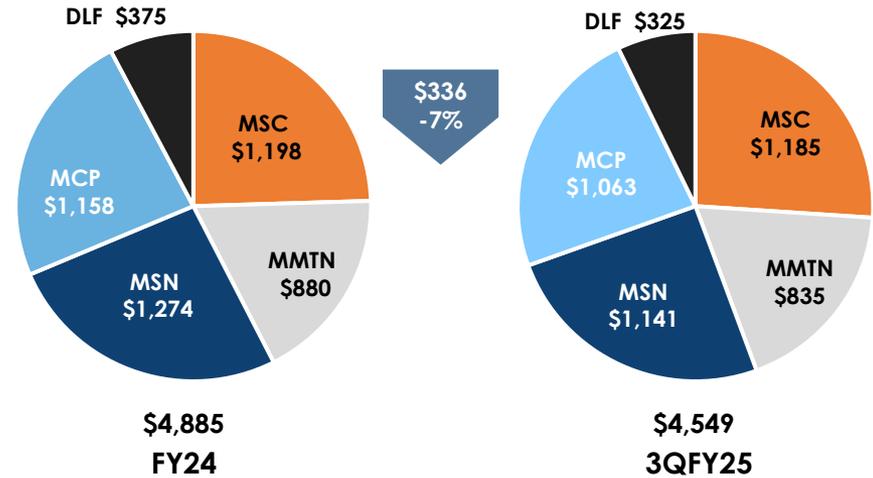
# Debt Funding Sources: Well-Diversified Funding Mix

(\$ in Millions)

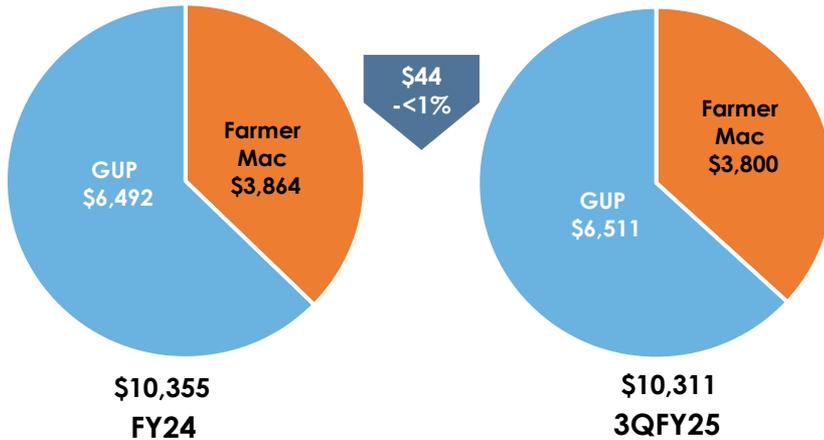
## Total Debt Outstanding



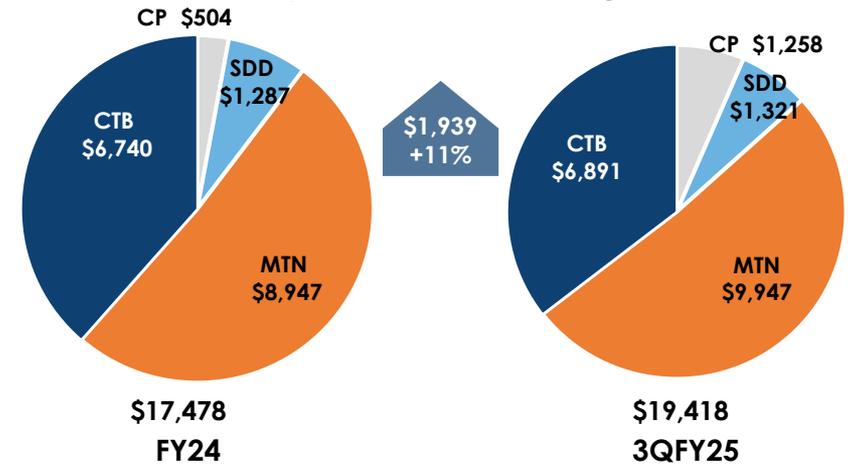
## Member Investment<sup>1</sup>



## GUP & Farmer Mac



## Capital Markets Funding<sup>2</sup>



1) Abbreviations For Member Investment: Daily Liquidity Fund (DLF), Member Commercial Paper (MCP), Member Select Notes (MSN), Member Medium-Term Notes (MMTN), Member Subordinated Certificates (MSC).

2) Abbreviations for Capital Markets Funding: Collateral Trust Bond (CTB), Non-Member Medium-Term Notes (MTN), Subordinated Deferrable Debt (SDD), Non-Member Commercial Paper (CP).

# FY25 Major Financing Activities

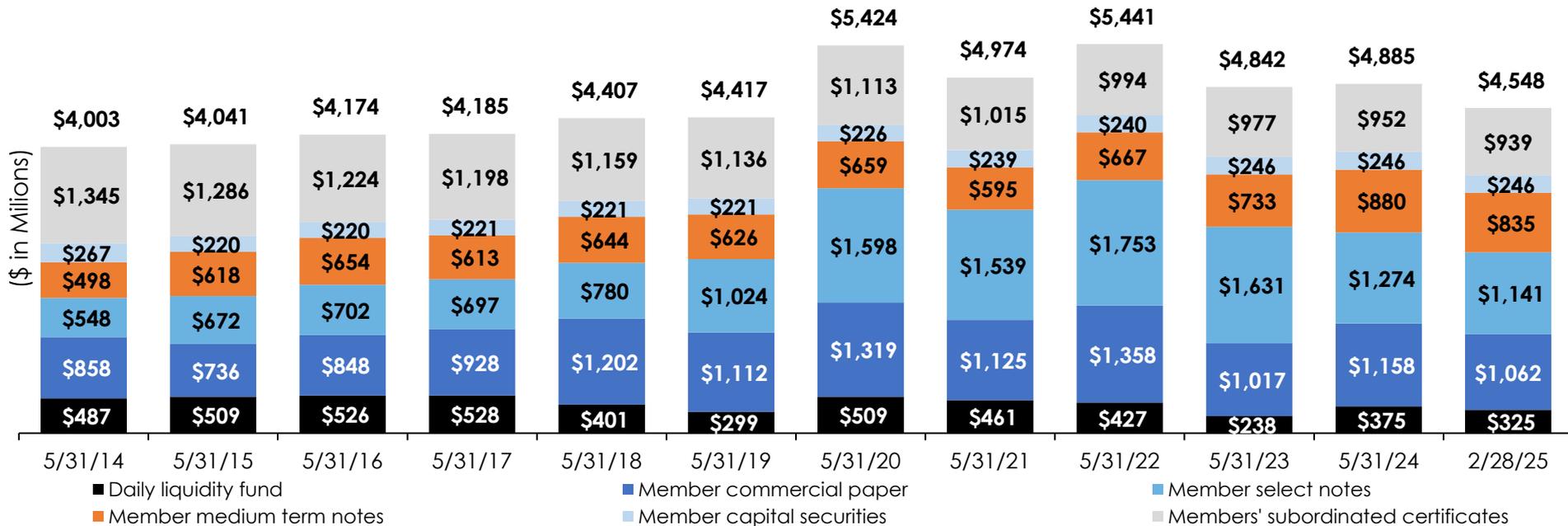
<b>Revolvers</b>	<ul style="list-style-type: none"><li>December 2024 – Closed an Amend and Extend transaction to extend the maturity dates by one year to November 2027 and November 2028 and increased the aggregate commitment amount by \$500 million from \$2.8 billion to \$3.3 billion at closing.</li></ul>
<b>GUP</b>	<ul style="list-style-type: none"><li>July 2024 – Paid down a \$125 million facility and repriced a \$20 million facility until 1/15/2031 @ 4.746%. and repriced a \$100 million facility until 7/15/2033 @ 4.785%.</li><li>October 2024 – Repriced a \$100 million facility until 7/16/2029 @ 4.434%.</li><li>December 2024 – Closed on a \$450 million committed facility.</li><li>February 2025 – Advanced a \$300 million facility @ 4.685% until repricing 4/15/2027 and maturing on 1/15/2055.</li></ul>
<b>Farmer Mac</b>	<ul style="list-style-type: none"><li>July 2024 – Advanced \$200 million 20-year note @ 5.07%.</li><li>January 2025 – Increased the maximum funding availability by \$500 million to \$6.5 billion. and extended the maturity date to 1/14/2030.</li><li>February 2025 – Advanced \$300 million 7-year note @ 4.762%.</li></ul>
<b>CTBs</b>	<ul style="list-style-type: none"><li>August 2024 – Issued \$350 million 10-year CTB @ 5.00%.</li><li>January 2025 – Settled \$300 million 22-year final/13.3-year WAL CTBs @5.23% via private placement.</li></ul>
<b>MTNs</b>	<ul style="list-style-type: none"><li>September 2024 – Issued \$550 million 3-year DMTN @ 4.12%.</li><li>September 2024 – Issued \$300 million 3-year floating rate DMTN @ SOFR + 82 bps.</li><li>September 2024 – Re-opened \$150 million 5-year DMTN @ 5.15%.</li><li>November 2024 – Issued \$300 million 13-month floating-rate DMTN @ SOFR + 40 bps.</li><li>February 2025 – Issued \$600 million 3-year DMTN @ 4.75%.</li><li>February 2025 – Issued \$500 million 5-year DMTN @ 4.95%.</li></ul>
<b>Subordinated Debt</b>	<ul style="list-style-type: none"><li>November 2024 – Launched a new retail subordinated deferrable notes program. Issued \$43 million 30-year retail subordinated deferrable notes as of April 30, 2025.</li></ul>

# Member Investments

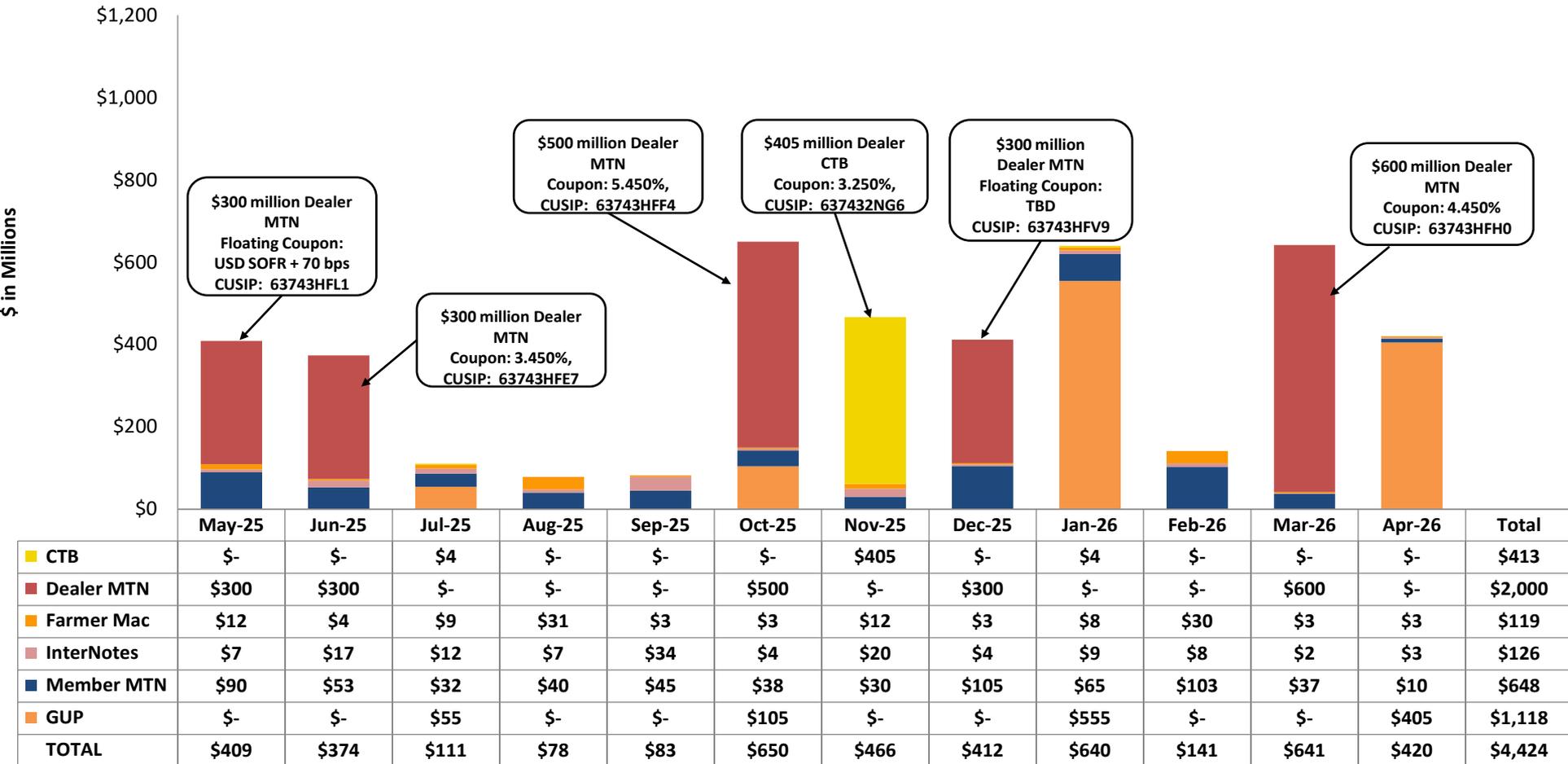


Over the last 12 fiscal quarters, member investments have averaged \$5 billion as of the end of each fiscal quarter.

Member investments have been stable over the years.



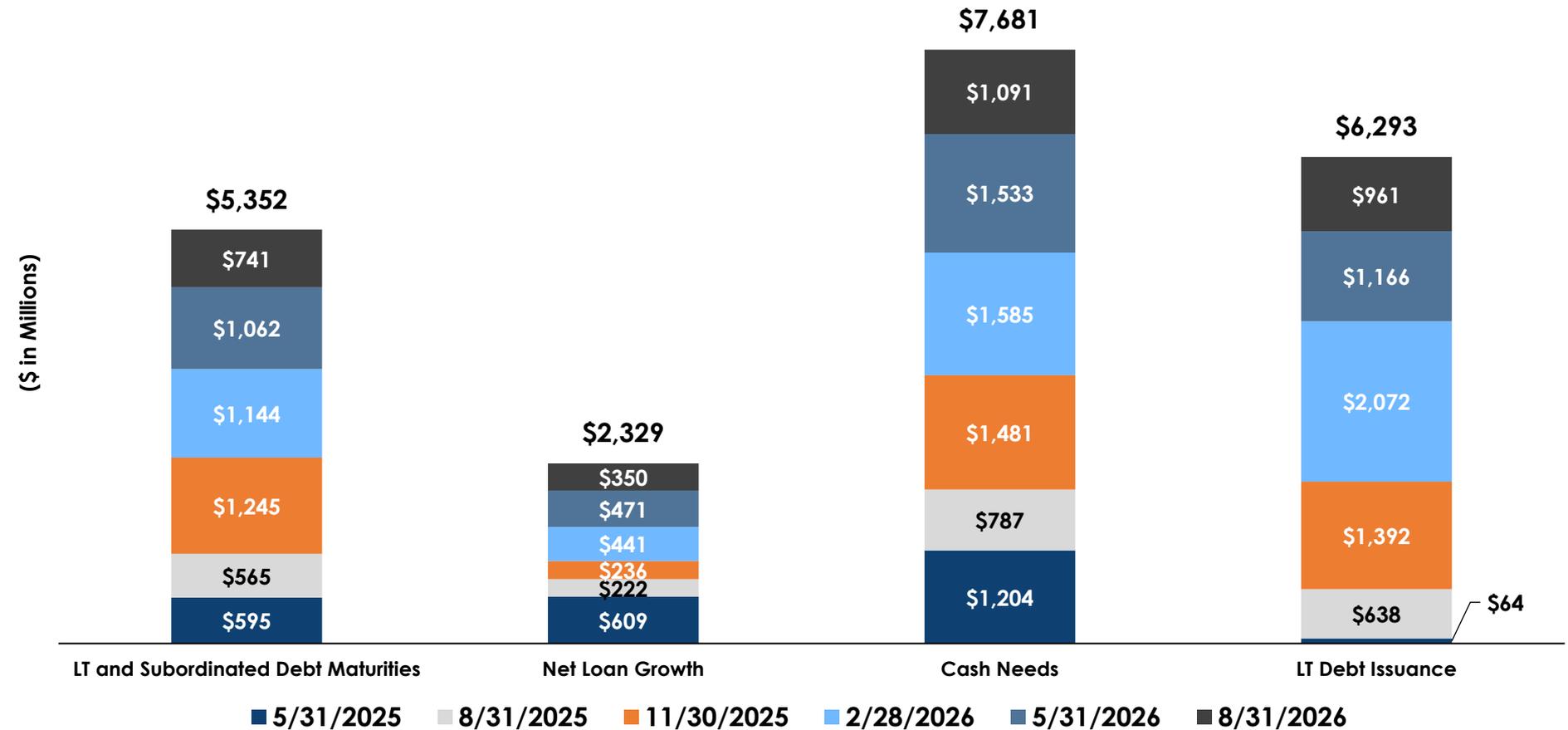
# Monthly Debt Maturity/Amortization Schedule



Note: Our members traditionally roll over their MTN investments at maturity. Data as of 4/30/2025.

# Projected Long-Term Sources and Uses of Funds (as of 2/28/2025)

## 18-month Projection for Sources and Uses of Funds\*

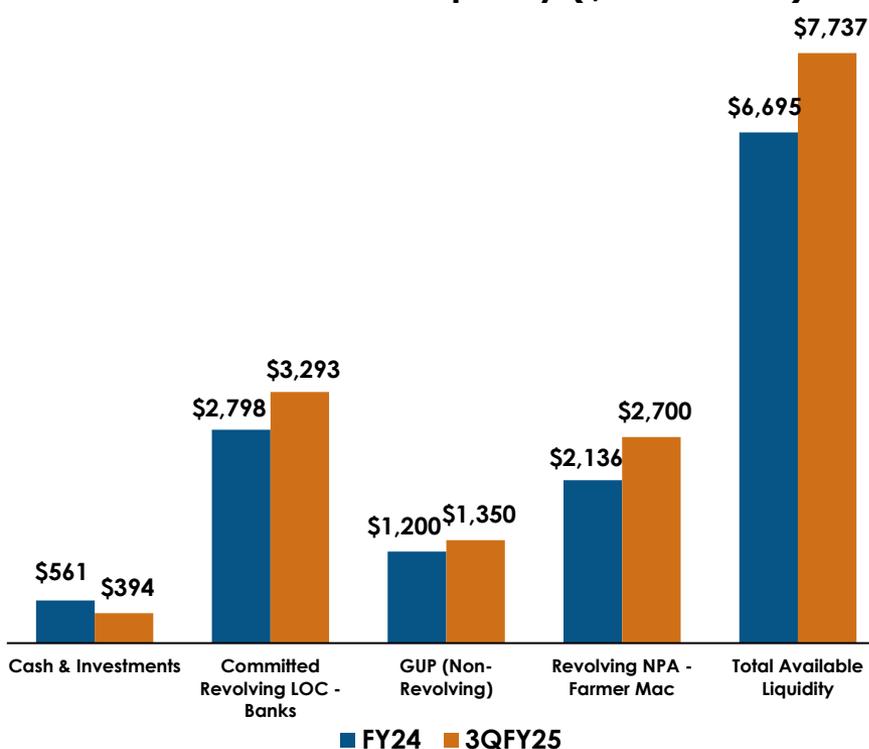


\* Refer to Page 39 of Form 10-Q for more detail.

# Liquidity Management: Resilient Liquidity Profile

CFC, a well-known seasoned issuer, has adequate access to long-term and short-term funding options through two SEC shelf registrations.

## Available Liquidity (\$ in Millions)



(\$ in millions)

Liquidity Sources	FY24		3QFY25	
	Total	Available	Total	Available
Cash & Investments	\$ 561	\$ 561	\$ 394	\$ 394
Committed Revolving LOC - Banks	2,800	2,798	3,300	3,293
GUP (Non-Revolving)	9,923	1,200	10,373	1,350
Revolving NPA - Farmer Mac <sup>1</sup>	6,000	2,136	6,500	2,700
<b>Total Liquidity</b>	<b>\$ 19,284</b>	<b>\$ 6,695</b>	<b>\$ 20,567</b>	<b>\$ 7,737</b>
<b>Total Debt Maturities over the next 12 months</b>	<b>\$ 7,009</b>		<b>\$ 7,323</b>	
<b>Total Member Short-Term Investments</b>	<b>\$ 3,328</b>		<b>\$ 2,978</b>	
<b>Non-member Debt and Member LT Debt Maturities</b>				
Farmer Mac Short-Term Notes Payable	\$ 500		\$ -	
Dealer CP		505		1,258
Long-term and Subordinated Debt <sup>2</sup>		2,676		3,087
<b>Total Non-member Debt and Member LT Debt Maturities</b>	<b>\$ 3,681</b>		<b>\$ 4,345</b>	
<b>Excess Liquidity (excluding short-term member investments)</b>	<b>\$ 3,014/1.8x</b>		<b>\$ 3,392/1.8x</b>	
<b>Scheduled LT Loan Amortization and Repayments over the next 12 months</b>	<b>\$ 1,552</b>		<b>\$ 1,672</b>	

1) Revolving NPA – Farmer Mac is subject to market conditions.

2) Includes member LT MTNs and LT certificates maturing within 12 months.



# 3QFY25 CFC Credit Highlights\*

## Organic balance sheet expansion.

- 97% of total assets consist of loans to members.
- 98% of loans are to electric utility companies.

## Consistent and stable financial metrics.

- Adjusted TIER of 1.19x for 3QFY25 above our target of 1.10.
- Adjusted debt-to-equity ratio increased to 7.37 at 3QFY25 from 7.27 at FYE2024.
- Members' equity increased to \$2.5 billion at 3QFY25 from \$613 million in FYE2008.

## Pristine loan portfolio.

- Extremely low default rate and charge-off history for the electric loan portfolio.
- 89% of loans are made on a senior secured basis.

## Healthy liquidity and diversified funding sources.

- Diversified liquidity sources supported by various funding sources (cash, investments, committed bank lines, GUP, Farmer Mac and repo agreements).
- 1.78x liquidity coverage at 3QFY25\*\*.
- Steady member investments over the years.



\*As of 2/28/2025 unless otherwise noted.

\*\* Excludes member investments. Including member investments, the liquidity ratio is 1.06x. Member investments are a very stable funding source with little reinvestment risk. Refer to Table 16 in the Form 10-Q for the period ending February 28, 2025.



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# APPENDIX

February 2025

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# Corporate Governance

**CFC is committed to strong corporate governance.**

**Board of directors consists of up to 23 members.**

**20 managers and directors elected from 10 geographic districts.**

- Two from the industry's trade association, National Rural Electric Cooperative Association ("NRECA").
- One at-large position elected from general membership that meets the requirements of the audit committee financial expert as defined by Section 407 of the Sarbanes–Oxley Act of 2002.

**No members of CFC management hold board seats.**

**Elected board members serve a 3-year term; limited to a maximum of two consecutive terms.**

**Audit, finance advisory, executive, loan, compensation and corporate relations committees are maintained by the board.**

**Audit committee consists of no less than seven board members. Meetings held up to five times annually.**





# CFC Leadership



**CFC Board  
of Directors**



**CFC Senior  
Leadership**



**CFC Corporate  
Citizenship**

**Visit Us Online At [WWW.NRUCFC.COOP](http://WWW.NRUCFC.COOP)**



The information on CFC's website is not incorporated by reference into this presentation

# U.S. Electric Utilities Overview

In the U.S., there are primarily three kinds of utilities that are distinguished by their business structure. They are electric cooperatives, investor-owned utilities (“IOUs”) and municipal systems.



An **electric cooperative** is owned by the members it serves. Therefore, all of the owners live in the cooperative's service territory, with most customers living in rural or semi-rural areas. A cooperative operates on a nonprofit, cost-of-service basis.



An **IOU** is owned by stockholders who may or may not be customers and who may or may not live in the service area. The IOU is a for-profit enterprise.



**Municipal systems** are usually owned by a city, a state or federal government agency. Municipal customers are usually located in urban or semi-urban areas.

# U.S. Electric Utilities Overview

IOUs	Municipals	Cooperatives
Rate regulated.	Not rate regulated.	Most are not rate regulated.
Profit seeking; operated for the benefit of public shareholders with obligations to serve regulated ratepayers.	Operated for public benefit for the region served with obligation to serve customers.	Not-for-profit; operated for the benefit of their member-owners.
Most are large and may have multiple subsidiaries.	Most are small relative to IOUs.	All are small relative to IOUs.
Subject to competition in the wholesale market, with some competition in the retail market.	Little retail competition although subject to competition in the wholesale market.	Little competition.
Tend to have comparable rates with cooperatives and higher rates compared with municipals.	Tend to have lower rates than G&T cooperatives and IOUs.	Rates tend to be comparable with IOUs.
Private shareholder equity; no government support.	No private equity; may have access to local government fiscal support in times of fiscal stress.	Most borrow from RUS and cooperative financial institutions; larger issuers access the capital markets.

# Balance Sheet Summary

**Total Assets** reached \$37.8 billion at 3QFY25, a 4% increase from FYE24 and a 34% increase from FYE20.

**Gross Loans to Members** increased to \$36.5 billion at 3QFY25, a 6% increase from FYE24 and a 37% increase from FYE20.

**Members' Equity** grew to \$2.5 billion at 3QFY25, a 6% increase from FYE24 and a 48% increase from FYE20.

(\$ in thousands)	5/31/2020	5/31/2021	5/31/2022	5/31/2023	5/31/2024	2/28/2025	3QFY25 to FY24 Change	Change in %
Cash and Cash Equivalents	\$ 680,019	\$ 303,361	\$ 161,114	\$ 207,237	\$ 288,341	\$ 253,787	\$ (34,554)	(12)
Investment Securities	370,135	611,277	599,904	510,369	318,237	161,617	(156,620)	(49)
Gross Loans to Members	26,702,380	28,426,961	30,063,386	32,532,086	34,542,285	36,479,209	1,936,924	6
Less: Allowance for Credit Losses	(53,125)	(85,532)	(67,560)	(53,094)	(48,726)	(44,456)	4,270	9
<b>Loans to Members, Net</b>	<b>\$ 26,649,255</b>	<b>\$ 28,341,429</b>	<b>\$ 29,995,826</b>	<b>\$ 32,478,992</b>	<b>\$ 34,493,559</b>	<b>\$ 36,434,753</b>	<b>\$ 1,941,194</b>	<b>6</b>
Derivative Assets	173,195	121,259	222,042	460,762	691,249	539,410	(151,839)	(22)
Other Assets	285,001	261,037	272,496	354,700	386,428	389,176	2,748	1
<b>Total Assets</b>	<b>\$ 28,157,605</b>	<b>\$ 29,638,363</b>	<b>\$ 31,251,382</b>	<b>\$ 34,012,060</b>	<b>\$ 36,177,814</b>	<b>\$ 37,778,743</b>	<b>\$ 1,600,929</b>	<b>4</b>
Short-term Debt	3,961,985	4,582,096	4,981,167	4,546,275	4,332,690	4,236,029	(96,661)	(2)
Long-term Debt <sup>1</sup>	19,712,024	20,603,123	21,545,440	23,946,548	25,901,165	27,535,621	1,634,456	6
Subordinated Deferrable Debt	986,119	986,315	986,518	1,283,436	1,286,861	1,321,168	34,307	3
Members' Subordinated Certificates	1,339,618	1,254,660	1,234,161	1,223,126	1,197,651	1,184,944	(12,707)	(1)
<b>Total Debt Outstanding</b>	<b>\$ 25,999,746</b>	<b>\$ 27,426,194</b>	<b>\$ 28,747,286</b>	<b>\$ 30,999,385</b>	<b>\$ 32,718,367</b>	<b>\$ 34,277,762</b>	<b>\$ 1,559,395</b>	<b>5</b>
Derivative Liabilities	1,258,459	584,989	128,282	115,074	80,988	57,773	(23,215)	(29)
Other Liabilities	250,578	227,301	233,845	308,352	366,290	412,022	45,732	12
<b>Total Equity</b>	<b>\$ 648,822</b>	<b>\$ 1,399,879</b>	<b>\$ 2,141,969</b>	<b>\$ 2,589,249</b>	<b>\$ 3,012,169</b>	<b>\$ 3,031,186</b>	<b>\$ 19,017</b>	<b>1</b>
<b>Total Liabilities &amp; Equity</b>	<b>\$ 28,157,605</b>	<b>\$ 29,638,363</b>	<b>\$ 31,251,382</b>	<b>\$ 34,012,060</b>	<b>\$ 36,177,814</b>	<b>\$ 37,778,743</b>	<b>\$ 1,600,929</b>	<b>4</b>
Members' Equity <sup>2</sup>	1,707,770	1,836,135	2,019,952	2,211,092	2,386,663	2,533,064	146,401	6

<sup>1</sup> Includes long-term debt maturities due within 12 months.

<sup>2</sup> Members' Equity = GAAP equity - AOCI - Noncontrolling interests - Cumulative derivative forward value gains (losses).



# Income Statement Summary

Adjusted Net Interest Income increased by \$32 million YOY to \$381 million, a 9% increase.

Adjusted Net Interest Income averaged \$328 million over the five-year period.

Adjusted Net Income increased by \$40 million YOY to \$289 million, a 16% increase.

Adjusted Net Income averaged \$223 million over the five-year period.

Adjusted TIER of 1.24 for FY24, well above the target level of 1.10.

Adjusted TIER averaged 1.24 over the five-year period.

For the twelve months ended May 31							
(\$ in thousands)	2020	2021	2022	2023	2024	2023 to 2024 Change	Change in %
Interest Income	\$ 1,151,286	\$ 1,116,601	\$ 1,141,243	\$ 1,351,729	\$ 1,593,351	\$ 241,622	18
Interest Expense	(821,089)	(702,063)	(705,534)	(1,036,508)	(1,339,088)	(302,580)	(29)
Derivative Cash Settlements	(55,873)	(115,645)	(101,385)	33,577	127,166	93,589	279
<b>Adjusted Net Interest Income</b>	<b>\$ 274,324</b>	<b>\$ 298,893</b>	<b>\$ 334,324</b>	<b>\$ 348,798</b>	<b>\$ 381,429</b>	<b>\$ 32,631</b>	<b>9</b>
Benefit (Provision) for Loan Losses	(35,590)	(28,507)	17,972	(603)	5,516	6,119	1,015
Non-Interest Income	32,392	20,424	(12,986)	13,160	33,564	20,404	155
Non-Interest Expense	(126,278)	(98,778)	(98,640)	(112,035)	(131,064)	(19,029)	(17)
<b>Adjusted Net Income</b>	<b>\$ 144,848</b>	<b>\$ 192,032</b>	<b>\$ 240,670</b>	<b>\$ 249,320</b>	<b>\$ 289,445</b>	<b>\$ 40,125</b>	<b>16</b>
Derivative Forward Value	(734,278)	621,946	557,867	252,267	264,871	12,604	5
<b>Net Income (Loss)</b>	<b>\$ (589,430)</b>	<b>\$ 813,978</b>	<b>\$ 798,537</b>	<b>\$ 501,587</b>	<b>\$ 554,316</b>	<b>\$ 52,729</b>	<b>11</b>
<b>Adjusted TIER <sup>1</sup></b>	<b>1.17</b>	<b>1.23</b>	<b>1.30</b>	<b>1.25</b>	<b>1.24</b>	<b>(0.01)</b>	<b>(1)</b>

<sup>1</sup> Adjusted TIER = (Adjusted Interest Expense + Adjusted Net Income) / Adjusted Interest Expense.



# 3QFY25 Income Statement Summary

Adjusted Net Interest Income decreased by \$15.9 million YOY to \$87 million at 3QFY25, a 15% decrease

Adjusted Net Income decreased by \$21.7 million YOY to \$66 million at 3QFY25, a 25% decrease

Adjusted TIER of 1.19 for 3QFY25, well above the target level of 1.10

(\$ in thousands)	Three Months Ended February 29/28				Nine Months Ended February 29/28			
	2024	2025	Change	Change in %	2024	2025	Change	Change in %
Interest Income	\$ 411,835	\$ 428,860	\$ 17,025	4	\$ 1,181,778	\$ 1,266,856	\$ 85,078	7
Interest Expense	(347,019)	(361,918)	(14,899)	4	(987,145)	(1,072,821)	(85,676)	9
Derivative Cash Settlements	38,342	20,309	(18,033)	(47)	94,978	78,776	(16,202)	(17)
<b>Adjusted Net Interest Income</b>	<b>\$ 103,158</b>	<b>\$ 87,251</b>	<b>\$ (15,907)</b>	<b>(15)</b>	<b>\$ 289,611</b>	<b>\$ 272,811</b>	<b>\$ (16,800)</b>	<b>(6)</b>
Benefit for Credit Losses	6,559	6,093	(466)	(7)	5,131	4,270	(861)	17
Non-Interest Income	9,165	6,645	(2,520)	(27)	25,089	23,965	(1,124)	(4)
Non-Interest Expense	(30,876)	(33,686)	(2,810)	9	(95,695)	(106,512)	(10,817)	11
<b>Adjusted Net Income</b>	<b>\$ 88,006</b>	<b>\$ 66,303</b>	<b>\$ (21,703)</b>	<b>(25)</b>	<b>\$ 224,136</b>	<b>\$ 194,534</b>	<b>\$ (29,602)</b>	<b>(13)</b>
Derivative Forward Value Gains (Losses)	(56,817)	19,833	76,650	135	183,372	(127,921)	(311,293)	(170)
<b>Net Income</b>	<b>\$ 31,189</b>	<b>\$ 86,136</b>	<b>\$ 54,947</b>	<b>176</b>	<b>\$ 407,508</b>	<b>\$ 66,613</b>	<b>\$ (340,895)</b>	<b>(84)</b>
<b>Adjusted TIER <sup>1</sup></b>	<b>1.29</b>	<b>1.19</b>	<b>(0.10)</b>	<b>(8)</b>	<b>1.25</b>	<b>1.20</b>	<b>(0.05)</b>	<b>(4)</b>

<sup>1</sup> Adjusted TIER = (Adjusted Interest Expense + Adjusted Net Income) / Adjusted Interest Expense.



# Non-GAAP Reconciliations

## Adjusted Total Debt Outstanding and Adjusted Total Equity

(\$ in millions)	FY24	2QFY25	3QFY25
Total debt outstanding	\$ 32,718	\$ 33,694	\$ 34,278
Exclude:			
50% of subordinated deferrable debt	643	643	661
Members' subordinated certificates	1,198	1,195	1,185
<b>Adjusted total debt outstanding</b>	<b>\$ 30,877</b>	<b>\$ 31,856</b>	<b>\$ 32,432</b>
Total equity	\$ 3,012	\$ 2,945	\$ 3,031
Exclude:			
Period-end cumulative derivative forward value gains	608	460	480
Accumulated other comprehensive loss	(1)	(1)	(1)
Include:			
50% of subordinated deferrable debt	643	643	661
Members' subordinated certificates	1,198	1,195	1,185
<b>Adjusted total equity</b>	<b>\$ 4,247</b>	<b>\$ 4,325</b>	<b>\$ 4,398</b>



# Non-GAAP Reconciliations

## Adjusted Net Interest Income and Adjusted Net Income

(\$ in millions)	FY20	FY21	FY22	FY23	FY24
Interest income	\$ 1,151	\$ 1,117	\$ 1,141	\$ 1,352	\$ 1,593
Interest expense	(821)	(702)	(706)	(1,037)	(1,339)
Include: Derivative cash settlements Interest income (expense)	(56)	(116)	(101)	34	127
Adjusted interest expense	(877)	(818)	(807)	(1,003)	(1,212)
<b>Adjusted net interest income</b>	<b>\$ 274</b>	<b>\$ 299</b>	<b>\$ 334</b>	<b>\$ 349</b>	<b>\$ 381</b>
Net income	\$ (589)	\$ 814	\$ 799	\$ 501	\$ 554
Exclude: Derivative forward value gains (losses)	(734)	622	558	252	265
<b>Adjusted Net income</b>	<b>\$ 145</b>	<b>\$ 192</b>	<b>\$ 241</b>	<b>\$ 249</b>	<b>\$ 289</b>
<b>Average Interest-Earning Assets</b>	<b>\$ 27,384</b>	<b>\$ 28,243</b>	<b>\$ 29,872</b>	<b>\$ 32,238</b>	<b>\$ 34,375</b>

## Members' Equity

(\$ in millions)	FY20	FY21	FY22	FY23	FY24
<b>Members' Equity:</b>					
Total CFC Equity	\$ 626	\$ 1,375	\$ 2,115	\$ 2,562	\$ 2,992
Exclude:					
Accumulated other comprehensive income	(2)	(0)	2	8	(1)
Period-end cumulative derivative forward value gains attributable to CFC	(1,080)	(461)	93	343	606
Subtotal	(1,082)	(461)	95	351	605
<b>Members' Equity</b>	<b>\$ 1,708</b>	<b>\$ 1,836</b>	<b>\$ 2,020</b>	<b>\$ 2,211</b>	<b>\$ 2,387</b>



# Non-GAAP Reconciliations

## Adjusted Net Interest Income and Adjusted Net Income

(\$ in millions)	3QFY24	3QFY25	YTD FY24	YTD FY25
Interest income	\$ 412	\$ 429	\$ 1,182	\$ 1,267
Interest expense	(347)	(362)	(987)	(1,073)
Include: Derivative cash settlements Interest income	38	20	95	79
Adjusted interest expense	(309)	(342)	(892)	(994)
<b>Adjusted net interest income</b>	<b>\$ 103</b>	<b>\$ 87</b>	<b>\$ 290</b>	<b>\$ 273</b>
Net income	\$ 31	\$ 86	\$ 408	\$ 67
Exclude: Derivative forward value gains (losses)	(57)	20	183	(128)
<b>Adjusted net income</b>	<b>\$ 88</b>	<b>\$ 66</b>	<b>\$ 224</b>	<b>\$ 195</b>
<b>Average Interest-Earning Assets</b>	<b>\$ 35,167</b>	<b>\$ 36,628</b>	<b>\$ 34,190</b>	<b>\$ 35,859</b>

## Members' Equity

(\$ in millions)	FY24	1QFY25	2QFY25	3QFY25
<b>Members' Equity:</b>				
Total CFC Equity	\$ 2,992	\$ 2,782	\$ 2,925	\$ 3,010
Exclude:				
Accumulated other comprehensive loss	(1)	(1)	(1)	(1)
Period-end cumulative derivative forward value gains attributable to CFC	606	377	459	478
Subtotal	<b>605</b>	<b>376</b>	<b>458</b>	<b>477</b>
<b>Members' Equity</b>	<b>\$ 2,387</b>	<b>\$ 2,405</b>	<b>\$ 2,467</b>	<b>\$ 2,533</b>



# Definitions of Non-GAAP Financial Measures

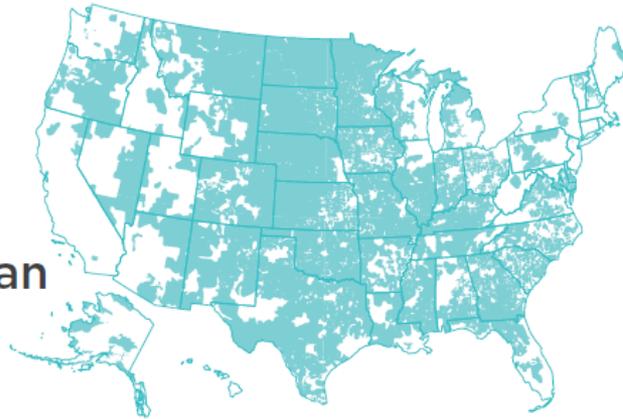
<b>Adjusted Debt-to-Equity (Adjusted Debt Outstanding/ Adjusted Equity)</b>	<p>[Total debt outstanding - (50% of Subordinated Deferrable Debt + Members' Subordinated Certificates)] / [Total Equity – Period-end Cumulative Derivative Forward Value Gains -AOCI + (50% Subordinated Deferrable Debt + Members' Subordinated Certificates)].</p>
<b>Adjusted Interest Expense</b>	<p>Interest Expense + Derivative Cash Settlements Expense (Income).</p>
<b>Adjusted Net Income</b>	<p>Net Income – Derivative Forward Value Gains (Losses).</p>
<b>Adjusted Net Interest Income</b>	<p>Net Interest Income – Derivative Cash Settlements Expense.</p>
<b>Adjusted Net Interest Yield</b>	<p>Adjusted Net Interest Income / Total Average Interest-Earning Assets.</p>
<b>Adjusted TIER</b>	<p>(Adjusted Net Income + Adjusted Interest Expense) / Adjusted Interest Expense.</p>
<b>Derivative Forward Value Gains or Losses</b>	<p>Derivative forward value gains or losses reflect changes in estimated fair value of the interest rate swaps based on the projected movement in interest rates from the current reporting period through the maturity of the swaps in place at the time. They do not represent current-period realized cash gains or losses and are excluded from the calculations of adjusted net income, members' equity and adjusted equity.</p>
<b>Members' Equity</b>	<p>GAAP Equity – AOCI – Noncontrolling Interests – Cumulative Derivative Forward Value Gains (Losses).</p>

# NRECA 2024 Facts and Figures

## America's Electric Cooperatives

From booming suburbs to remote rural communities, America's electric cooperatives are energy providers and engines of economic development. Electric cooperatives keep the lights on and play a vital role in transforming communities.

Cooperatives power  
**56%**  
of the American landscape.



### Our co-ops ...

... SERVE  
**42 million** people,  
including 92% of persistent  
poverty counties.

... POWER over  
**22 million**  
businesses, homes,  
schools and farms  
in 48 states.

... RETURN more than  
**\$1 billion**  
to their consumer-members  
annually as not-for-profit  
organizations.



**832**  
distribution cooperatives  
are the foundation of the electric  
cooperative network. They were built  
by and serve co-op members in the  
community by delivering electricity  
and other services.



**64**  
generation & transmission cooperatives  
provide wholesale power to distribution  
co-ops through their own electric  
generation facilities or by purchasing power  
on behalf of the distribution members.

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## THE IMPORTANCE OF KEEPING THE LIGHTS ON ...

### Threats to Reliability

Electric co-ops rely on a diverse suite of resources to reliably meet the energy needs of their communities. Always available energy is key to keeping the lights on. Yet threats to reliability are increasing.

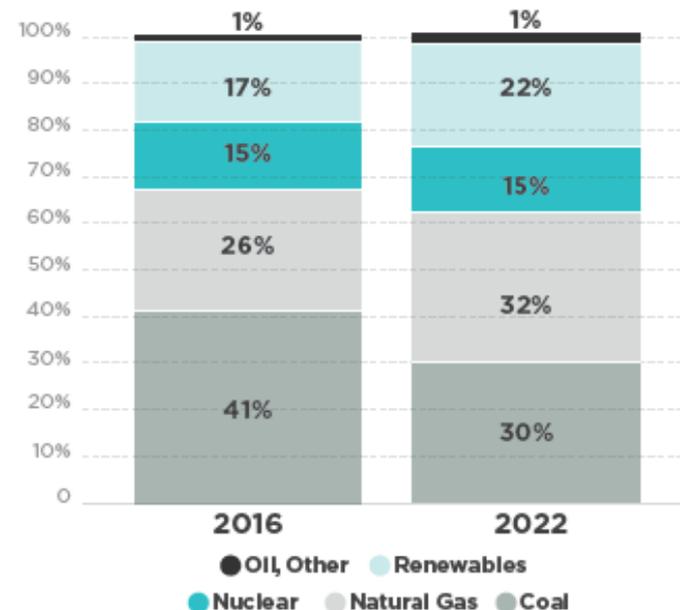
Demand for electricity is growing rapidly. The Energy Information Administration projects that power demand will increase by 2.5% this year and 3.2% in 2025. And over the next five years, peak electricity demand is forecast to grow by 38 gigawatts — the equivalent of adding another California to the nation's grid.

Supply is not keeping up. More than 110 gigawatts of always-available generation — enough to power about 35 million homes — is forecast to retire by 2033.

Public policy is making the problem worse.

As a result, all or parts of 19 states are at high risk of rolling blackouts during normal peak conditions from 2024 - 2028.

Co-op Retail Energy Mix



*Note: Chart reflects most recently available data. Renewables include owned and directly purchased electric generation, plus generation in the mix from wholesale market purchases and do not reflect renewable tax credits. SOURCE: NRECA analysis*

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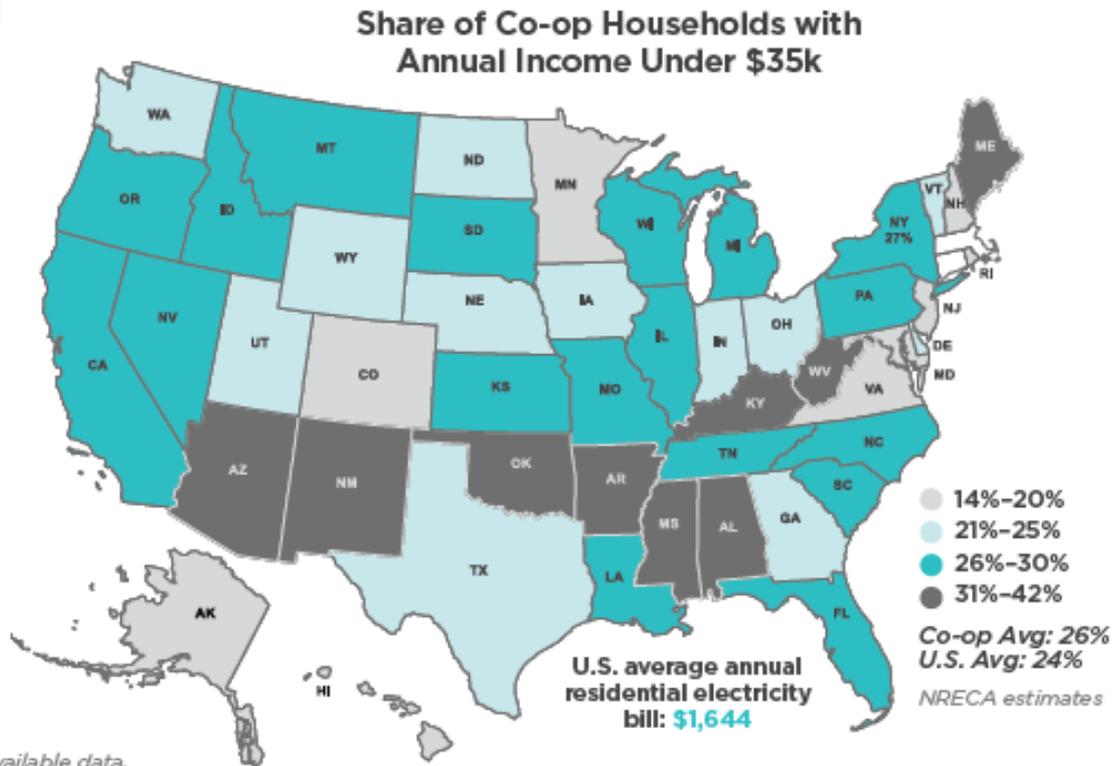
////// ... AT A COST FAMILIES AND BUSINESSES CAN AFFORD.

**1 In 4 households served by electric co-ops have an annual income below \$35,000.**

Electric co-ops delivered 4.8% more electricity in 2022 than in the previous year.

Unlike the rest of the electric sector, electric co-ops sell most of their power — 53% — to households.

Keeping rates affordable is especially important for these consumers at the end of the line.



Note: Map reflects most recent available data.  
Source: 2022 EIA data

# NRECA 2024 Facts and Figures

## CO-OPS ARE REDUCING EMISSIONS

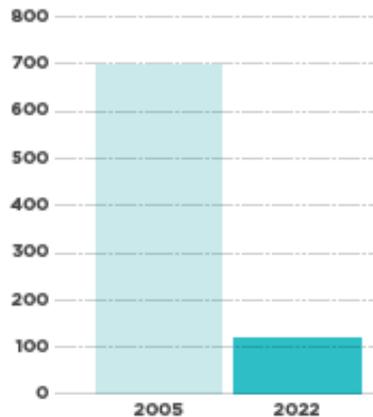
### Cleaner Air

Cooperatives are meeting member expectations by reducing emissions through a combination of emission-reduction measures and switching to natural gas and renewables.

Reduced **sulphur dioxide** emissions 83% from 2005-2022.

#### TOTAL SO<sub>2</sub> EMISSIONS

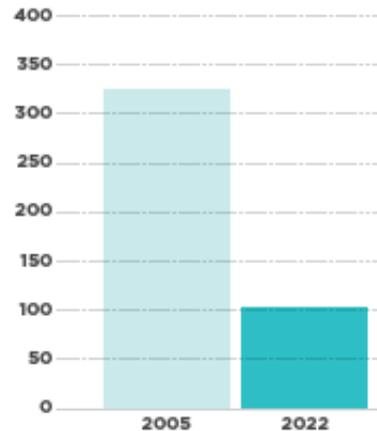
Thousands  
(short tons)



Reduced **nitrogen oxide** emissions 68% from 2005-2022.

#### TOTAL NO<sub>x</sub> EMISSIONS

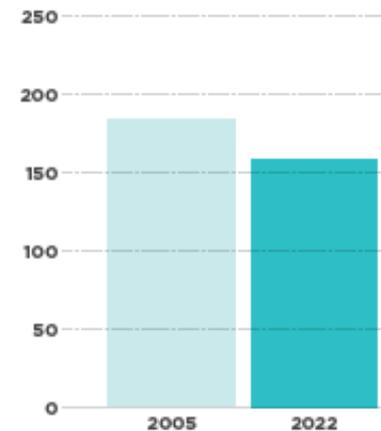
Thousands  
(short tons)



Reduced **carbon dioxide** emissions 14% from 2005-2022.

#### TOTAL CO<sub>2</sub> EMISSIONS

Millions  
(short tons)



*Note: Chart reflects most recent available data. Source: NRECA analysis of EPA data*

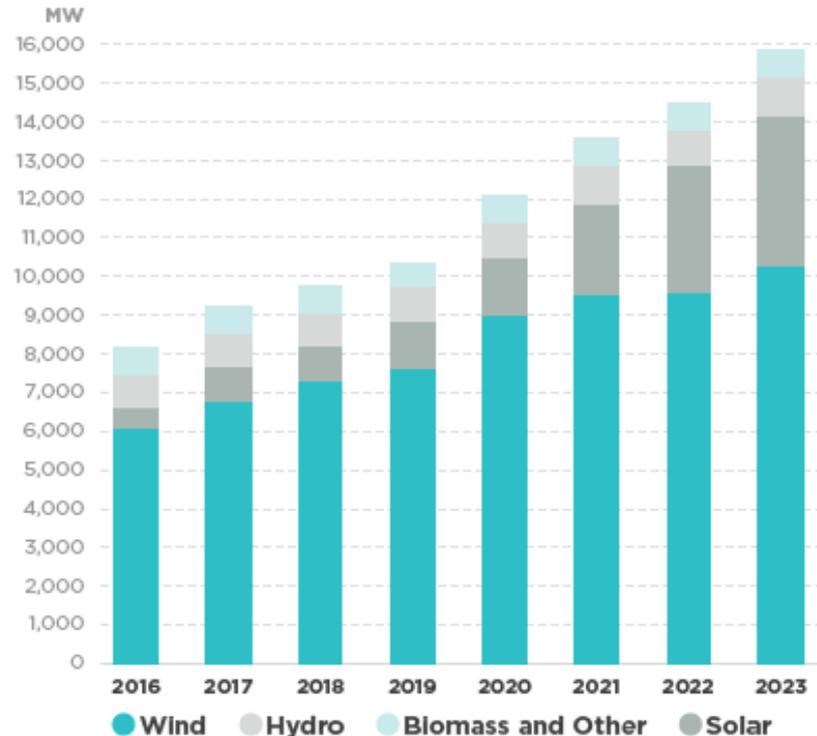
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## Renewable Energy Growth

Co-ops are incorporating renewables to complement always-available generation.

- Since 2016, co-ops have nearly doubled their renewable capacity from 8.2 gigawatts to nearly 15.8 gigawatts.
- Co-ops added over 1.3 gigawatts of new renewable capacity in 2023.
- Electric co-op wind farms and solar arrays generate enough electricity to power more than 3.5 million homes.
- Co-ops have announced more than 5.3 gigawatts of renewable capacity additions through 2027.
- Co-ops also purchase 10 gigawatts of power from federal hydropower facilities.

## Cumulative Co-op Renewable Capacity, Owned and Under Contract



Note: Chart reflects most recent available data. Does not include federal hydro. Source: NRECA analysis

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## HUBS OF INNOVATION



### Meeting Tomorrow's Energy Needs by Investing in the Future of Communities

Today, co-ops are positioning themselves to leverage new infrastructure funds to support their communities through programs included in the Infrastructure Investment and Jobs Act and the Inflation Reduction Act.

As of early 2024, over 60 cooperatives in 30 states have been selected to move forward with funding negotiations for more than \$1 billion in federal funding, with more on the way. These include a variety of project types, including:

- **Clean Energy Technologies**, including solar, hydroelectric and battery storage
- **Microgrid** Deployment
- Transmission & Distribution **Upgrades**
- **Carbon Capture** and **Storage**
- **Electric Vehicles**
- **Broadband** and **Smart Grid** Investments
- Grid Hardening and **Resilience** from Natural Disasters
- Long Duration **Battery Technologies**



