

Quarterly Report June 30, 2018

## MANAGEMENT'S DISCUSSION AND ANALYSIS

The following commentary reviews the consolidated financial condition and consolidated results of operations of Compeer Financial, ACA and its subsidiaries Compeer Financial, FLCA and Compeer Financial, PCA. This discussion should be read in conjunction with both the unaudited consolidated financial information and related notes included in this Quarterly Report as well as Management's Discussion and Analysis included in our Annual Report for the year ended December 31, 2017 (2017 Annual Report).

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

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# MERGER ACTIVITY

Effective July 1, 2017, 1st Farm Credit Services, ACA (1st FCS) and Badgerland Financial, ACA (Badgerland) merged into AgStar Financial Services, ACA (AgStar). AgStar acquired 100% of the assets and liabilities of 1st FCS and Badgerland with the resulting merged association being known as Compeer Financial, ACA (Compeer Financial). The acquisition method of accounting requires the financial statement presentation of combined balances as of the date of merger, but not for previous periods. The Consolidated Statements of Condition reflects the merged Association at June 30, 2018, and December 31, 2017. The Consolidated Statements of Comprehensive Income reflects the results of AgStar for the three and six months ended June 30, 2017, and the merged Association for the three and six months ended June 30, 2018. The Consolidated Statements of Changes in Equity reflects the results of AgStar for the six months ended June 30, 2017, and the merged Association for the six months ended June 30, 2018.

## FORWARD-LOOKING INFORMATION

Any forward-looking statements in this Quarterly Report are based on current expectations and are subject to uncertainty and changes in circumstances. Actual results may differ materially from expectations due to a number of risks and uncertainties. More information about these risks and uncertainties is contained in our 2017 Annual Report. We undertake no duty to update or revise any forward-looking statements, whether as a result of new information, future events, or otherwise.

## AGRICULTURAL AND ECONOMIC CONDITIONS

Economic and agricultural conditions changed modestly throughout the first half of 2018. The credit portfolio includes several diverse sectors in agriculture with primary industries of grain, dairy, and swine production. Additionally, rural housing, energy, and food processing and distribution comprise significant portfolio segments. Profitability prospects among clients remain challenging in many segments, particularly within production agriculture. Extended weakness, in profits, within the grain segment is taking a toll on client financial health while low expected margins in 2018 may cause additional stress.

The United States Department of Agriculture (USDA) projects net farm income for 2018 at \$59.5 billion, a \$4.3 billion, or 6.7% decrease from 2017. This projection follows declines in net farm income in 2014-16 and a slight increase in 2017. If realized, the forecasted decrease for 2018 would result in a cumulative decline of \$64.3 billion, or 24.4% below the 10-year average net farm income of \$85.0 billion.

Within the July 12, 2018 World Agricultural Supply and Demand Estimates (WASDE), the USDA projects 2018/19 U.S. corn production at 14.2 billion bushels, 2.6% fewer than the estimated 2017/18 production. Projected average yields are estimated at trend-line, or 174 bushels per acre with projected ending stocks at 1.55 billion bushels. Estimate for 2018/19 season-average corn price received by producers is between \$3.30 and \$4.30 per bushel, compared to an estimated \$3.30 to \$3.50 for the previous crop year. The USDA projection for 2018/19 soybean production is 4.3 billion bushels, 1.9% less than estimated 2017/18 production, with yield per harvested acre at trend-line of 48.5 bushels. The 2018/19 season-average soybean price is projected between \$8.00 and \$10.50 per bushel, compared to an estimated \$9.35 per bushel for the previous crop year.

The USDA updated crop ratings on July 9, 2018. Corn rated in good to excellent condition within the 18 major growing states was at 75%, 10% better than a year ago. Soybeans rated in good to excellent condition within the 18 major growing states were at 71%, 9% better than a year ago. Much of the growing season remains, but should conditions hold, grain farmers are set up for another year of strong production.

National milk production in 2018 is up 1.3% over 2017 production. Milk cows were up 10,000 head from a year ago and 15,000 head more than the 2017 average. Tight processor capacity continues to result in lower basis payments, particularly in segments of the Upper Midwest. The USDA forecasts an average price received by farmers for all milk of \$15.95 to \$16.25 per hundredweight (cwt) in 2018, significantly weaker than the December forecast levels and significantly below the \$17.65 received during 2017. The USDA's Farm Service Agency announced a May 2018 Margin Protection Program-Dairy Margin of about \$6.78 per cwt, down from \$9.87 at year-end 2017. At a potential dairy margin of \$8 or less, government insurance payments are possible depending on the level of coverage chosen by the dairy producer. We expect many dairy operators will be at or below break-even throughout 2018 unless the spot price of milk materially changes.

Hog margins appear to be below break-even through the remainder of 2018, in large part due to expanding production and geopolitical influence. As of June 28, 2018, there were 73.5 million hogs and pigs on U.S. farms, up 3% from a year ago and 1% from March, according to the Quarterly Hogs and Pigs report published by the USDA's National Agricultural Statistics Service. Hog producers intended to farrow 3.2 million sows during the June to August 2018 quarter, up 2% from the same period a year ago.

Geopolitical issues are threatening client profitability. Tariffs by important agricultural markets will adversely impact producer margins. These reported tariffs on soybeans, cheese, corn, pork, and several other commodities - from Mexico, China, Canada, and Europe - have already driven commodity prices lower. Renegotiation of NAFTA appears to be on hold through the November mid-term elections, leaving little chance for movement in tariffs if enacted by Mexico and Canada.

Land values within much of our service area have remained steady, or mildly retreated, off of peak levels experienced earlier in the decade. This is in response to lower commodity margins and interest rates. The USDA will update their land value survey in August, but the August 2017 survey indicated cropland values in Illinois declined 1.4% while Minnesota increased 1.1%, and Wisconsin increased 9.5%. Internal assessments return similar results for Minnesota and Illinois, however, indicate only modest increases for Wisconsin. Nevertheless, given solid net worth positions and conservative borrowing characteristics, we believe that U.S. agriculture is positioned to handle a further decline in land values without enduring significant financial stress and hardship.

Economic conditions remain favorable to the housing market, despite headwind of rising interest rates. According to the CoreLogic Home Price Index, home prices nationwide increased 7.1% year over year (May 2018) with a further increase of 5.1% forecast for the following 12 months. Per the U.S. Bureau of Labor Statistics, the national unemployment rate remains near historic lows at 4.0% mid-year. U.S. home ownership remained low at 64.2%, slightly above the 50-year low, indicating pent-up demand for homes.

Some of our core credit objectives include working with clients to promote risk management, ensure high quality financial statements and production reports, encourage disciplined marketing plans, and provide individualized servicing plans and strategies. We continue to be involved and support positive legislative changes for agriculture and rural America.

## LOANS HELD TO MATURITY

# **Loans Held to Maturity**

Loans held to maturity were \$18.1 billion at June 30, 2018, an increase of \$355.4 million from December 31, 2017. The increase was primarily driven by growth in our Capital Markets, food and agribusiness sectors, along with growth in our AgriAccess real estate portfolio.

#### **Portfolio Credit Quality**

The credit quality of our portfolio remained relatively stable from December 31, 2017. Adversely classified loans increased to 3.1% of the portfolio at June 30, 2018, from 2.4% of the portfolio at December 31, 2017. The increase was due to a continued overall downturn in the agricultural economy, led by stress in the grain and dairy sectors, and certain AgriBusiness accounts. Adversely classified loans are loans we have identified as showing some credit weakness outside our credit standards. We have considered portfolio credit quality in assessing the reasonableness of our allowance for loan losses.

In certain circumstances, Federal Agricultural Mortgage Corporation and government agency guarantee programs are used to reduce the risk of loss. At June 30, 2018, \$1.4 billion of our loans were, to some level, guaranteed under these government programs.

Components of Risk Assets			
(dollars in thousands)	June 30	De	ecember 31
As of:	2018		2017
Loans:			
Nonaccrual	\$ 126,150	\$	90,464
Accruing restructured	11,935		12,121
Accruing loans 90 days or more past due	 8,072		133
Total risk loans	146,157		102,718
Other property owned	 878		954
Total risk assets	\$ 147,035	\$	103,672
Total risk loans as a percentage of total loans	 0.8%		0.6%
Nonaccrual loans as a percentage of total loans	0.7%		0.5%
Current nonaccrual loans as a percentage of total nonaccrual loans	38.2%		38.0%
Total delinquencies as a percentage of total loans	0.8%		0.7%

Note: Accruing loans include accrued interest receivable.

Our risk assets have increased from December 31, 2017, but have remained at acceptable levels. Despite the increase in risk assets, total risk loans as a percentage of total loans were well within our established risk management guidelines.

The increase in nonaccrual loans was primarily due to activity in the energy sector on a small number of loans, along with growth of impaired loans within the real estate portfolio. Overall, nonaccrual loans remained at an acceptable level at June 30, 2018, and December 31, 2017.

The increase in accruing loans 90 days or more past due was primarily driven by activity within the real estate portfolio, along with production agriculture loans. Our accounting policy requires loans past due 90 days or more to be transferred into nonaccrual status unless adequately secured and in the process of collection. Based on our analysis, accruing loans 90 days or more past due were eligible to remain in accruing status.

#### **Allowance for Loan Losses**

The allowance for loan losses is an estimate of losses on loans in our portfolio as of the financial statement date. We determine the appropriate level of allowance for loan losses based on periodic evaluation of factors such as loan loss history, estimated probability of default, estimated loss severity, portfolio quality, and current economic and environmental conditions.

# **Allowance Coverage Ratios**

	June 30	December 31
As of:	2018	2017
Allowance as a percentage of:		
Loans	0.3%	0.3%
Nonaccrual loans	45.4%	54.0%
Total risk loans	39.2%	47.6%

The increase in our allowance for loan losses from December 31, 2017, was due to provision expense recorded primarily to reflect the increase in risk assets noted above. In our opinion, the allowance for loan losses was reasonable in relation to the risk in our loan portfolio at June 30, 2018.

# LOANS HELD FOR SALE

We originate loans held for sale under our secondary market program, which is a rural residential mortgage program designed to provide qualified borrowers with options for competitive rate financing of rural homes in small towns or homes that are part of a hobby farm, pastureland, or tillable acreage. Loans closed under this program will be sold to and securitized by a third party investor. At June 30, 2018, the volume in this program was \$34.4 million, a \$4.3 million increase from December 31, 2017. The increase was the result of our originations of new loans held for sale.

# **RESULTS OF OPERATIONS**

Profitability Information		
(dollars in thousands) For the six months ended June 30	2018	2017
Net income	\$ 191,376	\$ 73,360
Return on average assets	2.0%	1.6%
Return on average equity	11.1%	10.9%

Changes in the chart above relate directly to:

- Merger of 1<sup>st</sup> FCS, AgStar, and Badgerland into Compeer Financial
- Changes in income discussed below
- Changes in assets discussed in the Loan Portfolio section
- Changes in capital discussed in the Funding, Liquidity, and Capital section

## **Changes in Significant Components of Net Income**

(in thousands)			Increase (decrease) in
For the six months ended June 30	2018	2017	net income
Net interest income	\$ 233,411	\$ 109,907	\$ 123,504
Provision for loan losses	9,123	3,598	(5,525)
Patronage income	48,410	14,991	33,419
Other income, net	52,023	19,511	32,512
Operating expenses	128,161	64,361	(63,800)
Provision for income taxes	5,184	3,090	(2,094)
Net income	\$ 191,376	\$ 73,360	\$ 118,016

# **Changes in Net Interest Income**

(in thousands) For the six months ended June 30	2	2018 vs 2017
Changes in volume Changes in interest rates Changes in asset securitization Changes in nonaccrual income and other	\$	128,979 (3,619) 64 (1,920)
Net change	\$	123,504

The change in the provision for loan losses was primarily driven by the merger and resulting size of the portfolio.

The change in patronage income was primarily due to the following:

- An increase in patronage income received on loans in the AgriBank Asset Pool Program due to a higher average balance on our portfolio in the AgriBank Asset Pool Program compared to the prior year. In addition, the earnings on loans in the AgriBank Asset Pool Program increased due the share of distributions from Allocated Insurance Reserve Accounts (AIRA) related to the participations sold to AgriBank of which we received \$979 thousand. The AIRA was recently established by the Farm Credit System Insurance Corporation (FCSIC) when premiums collected increased the level of the Insurance Fund beyond the required 2% of insured debt. There was no distribution in 2017. Refer to the 2017 Annual Report for additional information about the FCSIC.
- An increase in patronage received from AgriBank due to a higher average balance on our note payable and a higher patronage rate compared to the prior year. This was primarily driven by the merger of Compeer Financial.
- An increase in the wholesale spread on our note payable, which is returned as patronage.

The change in other income was primarily due to our share of distributions from AIRA of \$10.9 million. The AIRA was recently established by FCSIC when premiums collected increased the level of the Insurance Fund beyond the required 2% of insured debt. There was no distribution in 2017. In addition, we saw increases in other income related to the merger in 2017 with other income as of June 30, 2018, reflecting those of the merged organization. The most significant increases were in crop insurance income and loan origination fees. We originated rural home loans for resale in the secondary market. We sold loans in the secondary market totaling \$54.2 million through June 30, 2018, compared to \$51.0 million for the same period in 2017. The fee income from this activity totaled \$298 thousand for the six months ended June 30, 2018, compared to \$422 thousand for the same period of 2017.

The change in operating expenses was primarily related to the merger in 2017 with the operating expenses as of June 30, 2018, reflecting those of the merged organization. The primary driver in the overall operating expenses increase was an increase in salaries and employee benefits expense due to an overall larger organization.

The change in provision for income taxes was primarily related to the increase in taxable income due to the merger, offset by benefits from tax reform and deductions from our patronage program.

# **FUNDING, LIQUIDITY, AND CAPITAL**

We borrow from AgriBank, under a note payable, in the form of a line of credit. Our note payable matures on September 30, 2018, at which time the note will be renegotiated. The repricing attributes of our line of credit generally correspond to the repricing attributes of our loan portfolio, which significantly reduces our market interest rate risk. Due to the cooperative structure of the Farm Credit System and as we are a stockholder of AgriBank, we expect this borrowing relationship to continue into the foreseeable future. Our other source of lendable funds is from unallocated surplus.

The components of cost of funds associated with our note payable include:

- A marginal cost of debt component
- A spread component, which includes cost of servicing, cost of liquidity, and bank profit
- A risk premium component, if applicable

We were not subject to a risk premium at June 30, 2018, or December 31, 2017.

Total equity increased \$107.1 million from December 31, 2017, primarily due to net income for the period, partially offset by the redemption of allocated patronage, patronage distribution accruals, and preferred stock dividend accruals. Accumulated other comprehensive (loss) income is the impact of prior service cost and unamortized actuarial gain/loss related to the Pension Restoration Plan. Refer to Note 13 in our 2017 Annual Report for more information on the Pension Restoration Plan.

The Farm Credit Administration (FCA) Regulations require us to maintain minimums for our common equity tier 1, tier 1 capital, total capital, and permanent capital risk-based capital ratios. In addition, the FCA requires us to maintain minimums for our non-risk-adjusted ratios of tier 1 leverage and unallocated retained earnings and equivalents. Refer to Note 11 in our 2017 Annual Report for a more complete description of these ratios.

#### **Select Capital Ratios**

				Capital	
	June 30	December 31	Regulatory	Conservation	
As of:	2018	2017	Minimums	Buffer	Total
Risk-adjusted:					
Common equity tier 1 ratio	14.8%	14.2%	4.5%	2.5%*	7.0%
Tier 1 capital ratio	15.3%	14.7%	6.0%	2.5%*	8.5%
Total capital ratio	15.7%	15.1%	8.0%	2.5%*	10.5%
Permanent capital ratio	15.7%	15.7%	7.0%	N/A	7.0%
Non-risk-adjusted:					
Tier 1 leverage ratio	15.4%	15.0%	4.0%	1.0%	5.0%
Unallocated retained earnings and equivalents leverage ratio	14.1%	13.8%	1.5%	N/A	1.5%

<sup>\*</sup>The capital conservation buffer over risk-adjusted ratio minimums continues to be phased in under the Farm Credit Administration capital requirements, up to 2.5% beginning in 2020.

The capital adequacy ratios are directly impacted by the changes in capital as more fully explained in this section and the changes in assets as discussed in the Loan Portfolio section.

# **RELATIONSHIP WITH AGRIBANK**

# **Purchased Services**

During 2016, District associations and AgriBank conducted research related to repositioning many business services offered by AgriBank into a separate entity jointly owned by AgriBank and participating associations. The long-term strategic objective of this initiative is to increase scale, improve operating efficiency, and enhance technology and business services. The proposed service entity will be named SunStream Business Services. An application to form the service entity was submitted to the FCA for approval in May 2017, and the FCA continues its due diligence on the charter request.

# **REGULATORY MATTERS**

# **Investment Securities Eligibility**

In May 2018, the FCA Board approved a final rule to revise the requirements governing the eligibility of investment securities for System Banks and associations. The new regulation revises the eligibility purpose, type, and amount of investments that a System association may hold. The regulation is effective January 1, 2019. We are currently working to update policies, procedures, and other documentation to ensure compliance by the effective date. We do not expect the regulation to have a material impact on our financial statements.

# CERTIFICATION

The undersigned have reviewed the June 30, 2018, Quarterly Report of Compeer Financial, ACA, which has been prepared under the oversight of the Audit Committee and in accordance with all applicable statutory or regulatory requirements. The information contained herein is true, accurate, and complete to the best of our knowledge and belief.

Mark Cade

Chairperson of the Board Compeer Financial, ACA

Rodney W. Hebrink

President and Chief Executive Officer

Mark W. Cade

Compeer Financial, ACA

Jase L. Wagner Chief Financial Officer Compeer Financial, ACA

August 7, 2018

# **CONSOLIDATED STATEMENTS OF CONDITION**

Compeer Financial, ACA (in thousands) (Unaudited)

As of:		June 30 2018	December 31 2017
ASSETS		2016	2017
Loans held to maturity	\$	18,104,400	\$ 17,749,021
Allowance for loan losses	·	57,249	48,849
Net loans held to maturity		18,047,151	17,700,172
Loans held for sale		34,403	30,062
Net loans		18,081,554	17,730,234
Unrestricted cash		2,200	2,200
Investment securities		950,641	879,258
Assets held for lease, net		42,269	41,368
Accrued interest receivable		157,982	151,801
Investment in AgriBank, FCB		514,712	514,712
Premises and equipment, net		67,195	65,148
Other property owned		878	954
Deferred tax assets, net		2,432	1,139
Other assets		152,119	158,537
Total assets	\$	19,971,982	\$ 19,545,351
LIABILITIES			
Note payable to AgriBank, FCB	\$	16,168,321	\$ 15,847,060
Accrued interest payable		97,577	78,959
Patronage distribution payable		84,439	122,000
Other liabilities		102,896	85,695
Total liabilities		16,453,233	16,133,714
Contingencies and commitments (Note 5)			
EQUITY			
Preferred stock		100,000	100,000
Capital stock and participation certificates		34,012	34,213
Additional paid-in capital		1,780,603	1,780,603
Allocated surplus		479,502	523,252
Unallocated surplus		1,131,406	980,818
Accumulated other comprehensive loss		(6,774)	(7,249)
Total equity		3,518,749	3,411,637
Total liabilities and equity	\$	19,971,982	\$ 19,545,351

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

# CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME

Compeer Financial, ACA (in thousands) (Unaudited)

			Six Months Ended					
For the period ended June 30		2018	201	7	2018		2017	
Interest income	\$	213,039	\$ 91,43	7 \$	418,018	\$	182,458	
Interest expense		97,619	37,75	2	184,607		72,551	
Net interest income		115,420	53,68	5	233,411		109,907	
Provision for loan losses		5,450	2,26	8	9,123		3,598	
Net interest income after provision for loan losses		109,970	51,41	7	224,288		106,309	
Other income								
Patronage income		24,107	7,43	9	48,410		14,991	
Net operating lease income		509	39	7	959		794	
Financially related services income		10,781	4,74	3	22,469		9,372	
Allocated insurance reserve accounts distribution		-			10,938			
Fee and miscellaneous income, net		9,204	3,76	7	17,657		9,345	
Total other income		44,601	16,34	6	100,433		34,502	
Operating expenses								
Salaries and employee benefits		42,804	21,36	5	86,430		42,705	
Farm Credit System insurance		3,537	2,84	6	7,001		5,663	
Other operating expenses		17,340	8,04	5	34,730		15,993	
Total operating expenses		63,681	32,25	6	128,161		64,361	
Income before income taxes		90,890	35,50	7	196,560		76,450	
Provision for (benefit from) income taxes		2,492	(1,71	6)	5,184		3,090	
Net income	\$	88,398	\$ 37,22	3 \$	191,376	\$	73,360	
Other comprehensive income	<u></u>							
Employee benefit plans activity	\$	238	\$	\$	475	\$		
Total other comprehensive income	<u> </u>	238	<del></del>	<b>-</b>	475	*		
Comprehensive income	\$	88,636	\$ 37,22		191,851	\$	73,360	

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

# **CONSOLIDATED STATEMENTS OF CHANGES IN EQUITY**

Compeer Financial, ACA (in thousands) (Unaudited)

	Preferred Stock	Pa	Capital Stock and rticipation ertificates	Additional Paid-in Capital	Allocated Surplus	Unallocated Surplus	Accumulated Other Comprehensive (Loss) Income	Total Equity
Balance at December 31, 2016	\$ 100,000	\$	15,934	\$ 	\$ 441,122	\$ 758,412	\$	\$ 1,315,468
Net income						73,360		73,360
Other comprehensive income								
Transfer of allocated surplus to unallocated surplus					(41,286)	41,286		
Redemption of allocated patronage					(343)	44		(299)
Preferred stock dividend						(3,375)		(3,375)
Unallocated surplus designated for patronage distributions						(14,672)		(14,672)
Capital stock and participation certificates issued			707					707
Capital stock and participation certificates retired			(805)					(805)
Balance at June 30, 2017	\$ 100,000	\$	15,836	\$ 	\$ 399,493	\$ 855,055	\$	\$ 1,370,384
Balance at December 31, 2017	\$ 100,000	\$	34,213	\$ 1,780,603	\$ 523,252	\$ 980,818	\$ (7,249)	\$ 3,411,637
Net income	-				-	191,376	-	191,376
Other comprehensive income	-				-		475	475
Transfer of allocated surplus to unallocated surplus	-				-			
Redemption of allocated patronage	-				(43,750)	32		(43,718)
Preferred stock dividend	-				-	(3,375)		(3,375)
Unallocated surplus designated for patronage distributions	-				-	(37,445)		(37,445)
Capital stock and participation certificates issued			1,263		-		-	1,263
Capital stock and participation certificates retired	-		(1,464)		-			(1,464)
Balance at June 30, 2018	\$ 100,000	\$	34,012	\$ 1,780,603	\$ 479,502	\$ 1,131,406	\$ (6,774)	\$ 3,518,749

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

#### NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

#### NOTE 1: ORGANIZATION AND SIGNIFICANT ACCOUNTING POLICIES

The Consolidated Financial Statements contain all adjustments necessary for a fair presentation of the interim consolidated financial condition and consolidated results of operations. Our accounting policies conform to accounting principles generally accepted in the United States of America (GAAP) and the prevailing practices within the financial services industry. This interim Quarterly Report is prepared based upon statutory and regulatory requirements and in accordance with GAAP. However, certain disclosures required by GAAP are omitted. The results of the six months ended June 30, 2018, are not necessarily indicative of the results to be expected for the year ending December 31, 2018. The interim financial statements and the related notes in this Quarterly Report should be read in conjunction with the Consolidated Financial Statements and related notes included in our Annual Report for the year ended December 31, 2017 (2017 Annual Report).

Effective July 1, 2017, 1st Farm Credit Services, ACA (1st FCS) and Badgerland Financial, ACA (Badgerland) merged into AgStar Financial Services, ACA (AgStar). AgStar acquired 100% of the assets and liabilities of 1st FCS and Badgerland with the resulting merged association being known as Compeer Financial, ACA (Compeer Financial). The acquisition method of accounting requires the financial statement presentation of combined balances as of the date of merger, but not for previous periods. The Consolidated Statements of Condition reflects the merged Association at June 30, 2018, and December 31, 2017. The Consolidated Statements of Comprehensive Income reflects the results of AgStar for the three and six months ended June 30, 2017, and the merged Association for the three and six months ended June 30, 2018. The Consolidated Statements of Changes in Equity reflects the results of AgStar for the six months ended June 30, 2017, and the merged Association for the six months ended June 30, 2018.

Certain amounts in prior periods' financial statements have been reclassified to conform to the current period's presentation.

The Consolidated Financial Statements present the consolidated financial results of Compeer Financial, ACA (the Association) and its subsidiaries Compeer Financial, FLCA and Compeer Financial, PCA (the subsidiaries). All material intercompany transactions and balances have been eliminated in consolidation.

# **Recently Issued or Adopted Accounting Pronouncements**

We have assessed the potential impact of accounting standards that have been issued by the Financial Accounting Standards Board (FASB) and have determined the following standards to be applicable to our business.

Standard and effective date	Description	Adoption status and financial statement impact
In May 2014, the FASB issued Accounting	The guidance governs revenue recognition from	We adopted this guidance on January 1, 2018,
Standards Update (ASU) 2014-09	contracts with customers and requires an entity to	using the modified retrospective approach, as
"Revenue from Contracts with Customers." This guidance was effective for public entities on January 1, 2018.	recognize revenue to depict the transfer of goods or services to customers in an amount that reflects the consideration to which the entity expects to be entitled in exchange for those goods or services. Financial instruments and other contractual rights within the scope of other guidance issued by the FASB are excluded from the scope of this guidance. The guidance sets forth the requirement	the majority of the Association's revenues are not subject to the new guidance, the adoption of the guidance did not have a material impact on the financial condition, results of operations, equity, or cash flows.
	for new and enhanced disclosures.	
In March 2017, the FASB issued ASU 2017-07 "Improving the Presentation of Net Periodic Pension Cost and Net Periodic Postretirement Cost." This guidance was effective for public entities on January 1, 2018.	This guidance requires that an employer disaggregate the service cost component from the other components of net benefit cost. Specifically, the guidance requires non-service cost components of net benefit cost to be recognized in a non-operating income line item of the income statement and allow only the service cost component of net benefit cost to be eligible for capitalization.	We adopted this guidance on January 1, 2018. Non-service cost components of net benefit cost were reclassified from salaries and employee benefits to other operating expenses on the Statements of Comprehensive Income. The change in classification was not material. There were no changes to the Association's financial condition, cash flows, or financial statement disclosures.
In January 2016, the FASB issued ASU 2016-01 "Recognition and Measurement of Financial Assets and Financial Liabilities." This guidance was effective for public business entities on January 1, 2018.	The guidance is intended to enhance the reporting model for financial instruments to provide users of financial statements with more decision-useful information. The amendments address certain aspects of recognition, measurement, presentation, and disclosure of financial statements.	We adopted this guidance on January 1, 2018. The adoption of this guidance did not impact our financial condition, results of operations or cash flows, but did impact the Association's fair value disclosures.

Standard and effective date	Description	Adoption status and financial statement impact
In November 2016, the FASB issued ASU 2016-18 "Statement of Cash Flows." This guidance was effective for public business entities on January 1, 2018.	The guidance modifies how restricted cash is presented in the statement of cash flows by requiring amounts generally described as restricted cash to be included with cash and cash equivalents when reconciling the beginning-ofperiod and end-of-period total amounts shown on the statement of cash flows.	We adopted this guidance on January 1, 2018, which has been retrospectively applied to all periods presented. There were no changes to the Association's financial condition, results of operations, equity, or financial statement disclosures. The impact to the cash flows was to include restricted cash balances in the beginning and end of period balances of cash and restricted cash. Restricted cash was previously disclosed in investing activities in the cash flows.
In February 2016, the FASB issued ASU 2016-02 "Leases." The guidance is effective for public entities in its first quarter of 2019 and early adoption is permitted.	The guidance modifies the recognition and accounting for lessees and lessors and requires expanded disclosures regarding assumptions used to recognize revenue and expenses related to leases. When this guidance is adopted, a liability for lease obligations and a corresponding right-of-use asset will be recognized on the Consolidated Statements of Condition for all lease arrangements spanning more than 12 months.	We have no plans to early adopt this guidance. We are in the process of implementing leasing software, drafting accounting policies, and designing processes and controls to implement this standard. The necessary disclosures will be determined during 2018. We have determined after preliminary review, this guidance will impact the financial condition, results of operations, and financial statement disclosures, and will have no impact on cash flows.
In June 2016, the FASB issued ASU 2016- 13 "Financial Instruments – Credit Losses." This guidance is effective for public business entities for non-U.S. Securities Exchange Commission filers for the first quarter of 2021 and early adoption is permitted.	The guidance replaces the current incurred loss impairment methodology with a methodology that reflects expected credit losses and requires consideration of a broader range of reasonable and supportable information to inform credit loss estimates. Credit losses relating to available-forsale securities would also be recorded through an allowance for credit losses.	We have no plans to early adopt this guidance. We are in the process of reviewing the standard. Significant implementation matters yet to be addressed include system selection, drafting of accounting policies and disclosures, designing processes and controls. We are currently unable to estimate the impact on the financial statements.

## NOTE 2: LOANS HELD TO MATURITY AND ALLOWANCE FOR LOAN LOSSES

Loans	bν	Type

(dollars in thousands)

As of:	June 30, 20	18	December 31, 2017			
	 Amount	%		Amount	%	
Real estate mortgage	\$ 8,814,670	48.7%	\$	8,668,049	48.9%	
Production and intermediate-term	3,859,772	21.3%		4,389,478	24.7%	
Agribusiness	3,557,883	19.7%		2,953,661	16.6%	
Other	 1,872,075	10.3%		1,737,833	9.8%	
Total	\$ 18,104,400	100.0%	\$	17,749,021	100.0%	

The other category is primarily comprised of communication, energy, agricultural export finance, rural residential real estate, and water and waste water related loans as well as finance and conditional sales leases and bonds originated under our mission related investment authority.

# **Credit Quality**

We utilize the Farm Credit Administration (FCA) Uniform Classification System to categorize loans into five credit quality categories. The categories are:

- Acceptable loans are non-criticized loans representing the highest quality. They are expected to be fully collectible. This category is further differentiated into various probabilities of default.
- Other assets especially mentioned (Special Mention) loans are currently collectible but exhibit some potential weakness. These loans involve increased credit risk, but not to the point of justifying a substandard classification.
- Substandard loans exhibit some serious weakness in repayment capacity, equity, and/or collateral pledged on the loan.
- Doubtful loans exhibit similar weaknesses as substandard loans. Doubtful loans have additional weaknesses in existing factors, conditions, and values that make collection in full highly questionable.
- Loss loans are considered uncollectible.

We had no loans categorized as loss at June 30, 2018, or December 31, 2017.

# Credit Quality of Loans

(dollars in thousands)		Acceptable			Special Mention			Substandard/ Doubtful			Total		
As of June 30, 2018	-	Acceptable	%		Amount	%		Amount	%	_	Amount	%	
Real estate mortgage Production and intermediate-term Agribusiness Other	\$	8,315,991 3,547,508 3,475,467 1,815,966	93.5% 90.9% 97.3% 96.7%	\$	276,529 176,733 39,248 39,338	3.1% 4.5% 1.1% 2.1%	\$	304,903 179,401 56,932 22,181	3.4% 4.6% 1.6% 1.2%	\$	8,897,423 3,903,642 3,571,647 1,877,485	100.0% 100.0% 100.0% 100.0%	
Total	\$	17,154,932	94.0%	\$	531,848	2.9%	\$	563,417	3.1%	\$	18,250,197	100.0%	
								Substanda	rd/				
		Acceptable	e		Special Men	tion		Doubtful			Total		
As of December 31, 2017		Amount	%		Amount	%		Amount	%		Amount	%	
Real estate mortgage	\$	8,200,416	93.8%	\$	307,700	3.5%	\$	234,407	2.7%	\$	8,742,523	100.0%	
Production and intermediate-term		4,065,241	91.6%		224,080	5.0%		149,225	3.4%		4,438,546	100.0%	
Agribusiness		2,910,257	98.2%		27,844	0.9%		26,263	0.9%		2,964,364	100.0%	
Other		1,709,360	98.0%		6,249	0.4%		27,680	1.6%		1,743,289	100.0%	
Total	\$	16,885,274	94.4%	\$	565,873	3.2%	\$	437,575	2.4%	\$	17,888,722	100.0%	

Note: Accruing loans include accrued interest receivable.

# Delinquency

Aging Analysis of Loans		30-89	90 Days			Not Past Due		Acc	cruing Loans
(in thousands)		Days	or More	Total	o	r Less than 30			90 Days or
As of June 30, 2018		Past Due	Past Due	Past Due		Days Past Due	Total	Mo	re Past Due
Real estate mortgage	\$	29,601	\$ 37,835	\$ 67,436	\$	8,829,987	\$ 8,897,423	\$	2,918
Production and intermediate-term		21,639	36,189	57,828		3,845,814	3,903,642		4,703
Agribusiness		2,354	896	3,250		3,568,397	3,571,647		
Other		18,471	3,025	21,496		1,855,989	1,877,485		451
Total	\$	72,065	\$ 77,945	\$ 150,010	\$	18,100,187	\$ 18,250,197	\$	8,072
		30-89	90 Days			Not Past Due		Aco	ruing Loans
		Days	or More	Total	0	r Less than 30		90 Days or	
As of December 31, 2017		Past Due	Past Due	Past Due	[	Days Past Due	Total	Mo	re Past Due
Real estate mortgage	\$	38,159	\$ 13,367	\$ 51,526	\$	8,690,997	\$ 8,742,523	\$	
Production and intermediate-term		30,306	26,566	56,872		4,381,674	4,438,546		133
Agribusiness		56	3,182	3,238		2,961,126	2,964,364		
Other		4,563	1,538	6,101		1,737,188	1,743,289		
Total	\$	73,084	\$ 44,653	\$ 117,737	\$	17,770,985	\$ 17,888,722	\$	133

Note: Accruing loans include accrued interest receivable.

## **Risk Loans**

Risk loans are loans for which it is probable that all principal and interest will not be collected according to the contractual terms.

Risk Loan Information			
(in thousands)	June 30	D	ecember 31
As of:	2018		2017
Volume with specific allowance	\$ 33,965	\$	21,481
Volume without specific allowance	 112,192		81,237
Total risk loans	\$ 146,157	\$	102,718
Total specific allowance	\$ 12,822	\$	8,811
For the six months ended June 30	2018		2017
Income on accrual risk loans	\$ 552	\$	584
Income on nonaccrual loans	3,911		5,337
Total income on risk loans	\$ 4,463	\$	5,921
Average risk loans	\$ 123,188	\$	76.631

Note: Accruing loans include accrued interest receivable. In addition, risk loans include purchased credit-impaired loans.

We did not have any material commitments to lend additional money to borrowers whose loans were classified as risk loans at June 30, 2018.

#### **Troubled Debt Restructurings (TDRs)**

In situations where, for economic or legal reasons related to the borrower's financial difficulties, we grant a concession for other than an insignificant period of time to the borrower that we would not otherwise consider, the related loan is classified as a troubled debt restructuring, also known as a restructured loan. A concession is generally granted in order to minimize economic loss and avoid foreclosure. Concessions vary by program and borrower and may include interest rate reductions, term extensions, payment deferrals, or an acceptance of additional collateral in lieu of payments. In limited circumstances, principal may be forgiven. Loans classified as TDRs are considered risk loans. All risk loans are analyzed within our allowance for loan losses. We record a specific allowance to reduce the carrying amount of the restructured loan to the lower of book value or net realizable value of collateral.

# **TDR Activity**

(in thousands)									
Six months ended June 30	2018				2017				
	Pre-modification		Post-modification		Pre-modification		Post-modification		
Production and intermediate-term	\$ 896	\$	896	\$	230	\$	229		
Agribusiness	 6,857		6,857						
Total	\$ 7,753	\$	7,753	\$	230	\$	229		

Pre-modification represents the outstanding recorded investment of the loan just prior to restructuring and post-modification represents the outstanding recorded investment of the loan immediately following the restructuring. The recorded investment in the loan is the unpaid principal amount of the receivable increased or decreased by applicable accrued interest and unamortized premium, discount, finance charges, acquisition costs, and unamortized adjustments to fair value on loans acquired through the merger and may also reflect a previous direct charge-off of the investment.

The primary types of modification included interest rate reduction below market and extension of maturity.

We had TDRs in the production and intermediate-term loan category of \$95 thousand and \$35 thousand that defaulted during the six months ended June 30, 2018, and 2017, respectively in which the modifications were within twelve months of the respective reporting period.

## **TDRs Outstanding**

(in thousands)	June 30	December 31
As of:	2018	2017
Accrual status:		
Real estate mortgage	\$ 11,264	\$ 11,598
Production and intermediate-term	671	523
Agribusiness		
Other	 	
Total TDRs in accrual status	\$ 11,935	\$ 12,121
Nonaccrual status:		
Real estate mortgage	\$ 1,330	\$ 1,335
Production and intermediate-term	1,931	1,751
Agribusiness	5,738	91
Other	64	69
Total TDRs in nonaccrual status	\$ 9,063	\$ 3,246
Total TDRs:		
Real estate mortgage	\$ 12,594	\$ 12,933
Production and intermediate-term	2,602	2,274
Agribusiness	5,738	91
Other	64	69
Total TDRs	\$ 20,998	\$ 15,367

Additional commitments to lend to borrowers whose loans have been modified in a TDR were \$3.5 million at June 30, 2018.

# **Allowance for Loan Losses**

Changes	in	<b>Allowance</b>	for	Loan	Losses
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(in thousands)		
Six months ended June 30	2018	2017
Balance at beginning of period	\$ 48,849 \$	36,018
Provision for loan losses	9,123	3,598
Loan recoveries	833	662
Loan charge-offs	 (1,556)	(398)
Balance at end of period	\$ 57,249 \$	39,880

# **NOTE 3: INVESTMENT SECURITIES**

We had held-to-maturity investment securities of \$950.6 million at June 30, 2018, and \$879.3 million at December 31, 2017. Our investment securities consisted of:

- Mortgage-backed securities (MBS) issued by the Federal Agricultural Mortgage Corporation (Farmer Mac) or guaranteed by the Small Business Administration (SBA) or by the United States Department of Agriculture (USDA)
- Asset-backed securities (ABS) guaranteed by SBA or USDA
- Municipal revenue bonds and corporate debt security (Bonds)

The investment securities have been classified as held-to-maturity. MBS are generally longer-term investments and ABS are generally shorter-term investments. Farmer Mac guaranteed investments are typically MBS while SBA and USDA guaranteed investments may be comprised of either MBS or ABS. All our held-to-maturity investments, except \$7.6 million as of June 30, 2018, and \$12.2 million as of December 31, 2017, were fully guaranteed by Farmer Mac, SBA, or USDA.

## Additional Held-to-Maturity Investment Securities Information

(dollars in thousands) As of June 30, 2018	Amortized Cost	Unrealized Gains	Unrealized Losses	Fair Value	Weighted Average Yield
MBS ABS Bonds	\$ 864,800 73,738 12,103	\$ 1,620 404 42	\$ (17,935) (1,353) (89)	\$ 848,485 72,789 12,056	4.1% 3.1% 5.1%
Total	\$ 950,641	\$ 2,066	\$ (19,377)	\$ 933,330	4.0%
As of December 31, 2017	Amortized Cost	Unrealized Gains	Unrealized Losses	Fair Value	Weighted Average Yield
MBS ABS Bonds	\$ 775,599 91,490 12,169	\$ 695 17 	\$ (10,906) (1,538) (49)	\$ 765,388 89,969 12,120	3.8% 2.3% 5.5%
Total	\$ 879,258	\$ 712	\$ (12,493)	\$ 867,477	3.6%

Investment income is recorded in "Interest income" in the Consolidated Statements of Comprehensive Income and totaled \$17.1 million and \$8.1 million for the six months ended June 30, 2018, and 2017, respectively.

# Contractual Maturities of Held-to-Maturity Investment Securities

(in thousands)

As of June 30, 2018	Ar	Amortized Cost			
Less than one year	\$	2,736			
One to five years		34,822			
Five to ten years		41,528			
More than ten years		871,555			
Total	\$	950,641			

A summary of investments in an unrealized loss position presented by the length of time the investments have been in continuous unrealized loss position follows:

(in thousands)	Less than	12 m	Greater than 12 months					
			Unrealized				Unrealized	
As of June 30, 2018	Fair Value		Losses		Fair Value		Losses	
MBS	\$ 504,765	\$	(8,169)	\$	212,832	\$	(9,766)	
ABS	27,324		(394)		10,629		(959)	
Bonds	 1,459		(40)		4,814		(49)	
Total	\$ 533,548	\$	(8,603)	\$	228,275	\$	(10,774)	
	 Less than	12 m	onths		Greater tha	n 12 n	nonths	
			Unrealized				Unrealized	
As of December 31, 2017	Fair Value		Unrealized Losses		Fair Value		Unrealized Losses	
As of December 31, 2017 MBS	\$ Fair Value 438,480	\$		\$	Fair Value 256,692	\$		
	\$	\$	Losses	\$		\$	Losses	
MBS	\$ 438,480	\$	Losses (3,416)	\$	256,692	\$	(7,490)	

Unrealized losses greater than 12 months associated with held-to-maturity investment securities are not considered to be other-than-temporary due to the 100% guarantee of the principal by Farmer Mac, SBA, or USDA. However, the premiums paid to purchase the investment are not guaranteed and are amortized over the maturity of each loan on a straight-line basis as a reduction of interest income. Repayment of principal is assessed at least quarterly, and any remaining unamortized premium is taken as a reduction to interest income if principal repayment is unlikely, or when a demand for payment is made for the guarantee. At June 30, 2018, the majority of the \$10.8 million unrealized loss greater than 12 months represents unamortized premium.

We had no outstanding available-for-sale investment securities at June 30, 2018, or December 31, 2017.

#### Additional Available-for-Sale Investment Securities Information

Six months ended June 30	2018	2017
Proceeds from sales	\$ 34,101 \$	28,751
Realized gains (losses) on sales, net	(211)	(481)

The investment portfolio is evaluated for other-than-temporary impairment. No investments within the portfolio were impaired as of June 30, 2018, and December 31, 2017.

## **NOTE 4: OTHER INVESTMENTS**

We held non-controlling investments in venture capital equity funds in "Other assets" of \$10.0 million at June 30, 2018, and December, 31, 2017. These investments represent our stake in venture capital equity funds focused on the needs of rural start-up companies. We had no remaining commitment at June 30, 2018, or December 31, 2017. To date, no income has been distributed from the funds. We received no distributions from the funds during the six months ended June 30, 2018. We acquired this non-controlling investment in venture capital equity funds as a result of the merger.

We and other Farm Credit Institutions are among the limited partners for Rural Business Investment Companies (RBICs). Our total commitment is \$29.5 million with varying commitment end dates through September 2021. Certain commitments may have an option to extend under certain circumstances. Our investment in the RBICs are recorded in "Other assets" in the Consolidated Statements of Condition, and totaled \$13.0 million at June 30, 2018, and \$11.8 million at December 31, 2017.

The investments were evaluated for impairment. No investments were impaired as of June 30, 2018, and December 31, 2017.

#### NOTE 5: CONTINGENCIES AND COMMITMENTS

In the normal course of business, we have various contingent liabilities and commitments outstanding, primarily commitments to extend credit, which may not be reflected in the Consolidated Financial Statements. We do not anticipate any material losses because of these contingencies or commitments.

We may be named as a defendant in certain lawsuits or legal actions in the normal course of business. At the date of these Consolidated Financial Statements, our management team was not aware of any material actions. However, management cannot ensure that such actions or other contingencies will not arise in the future.

# **NOTE 6: FAIR VALUE MEASUREMENTS**

Fair value is defined as the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date in the principal or most advantageous market for the asset or liability. Accounting guidance also establishes a fair value hierarchy, with three levels of inputs that may be used to measure fair value. Refer to Note 2 in our 2017 Annual Report for a more complete description of the three input levels.

## Recurring

The following represents a summary of the assets, valuation techniques, and inputs used to measure fair value on a recurring basis:

Loans held for sale: The loans held for sale portfolio is held at fair value. Fair value is based on quoted market prices, where available, or the prices for other similar mortgage loans with similar characteristics. As necessary, these prices are adjusted for typical securitization activities, including servicing value, portfolio composition, market conditions, and liquidity. We had loans held for sale of \$34.4 million and \$30.1 million as of June 30, 2018, and December 31, 2017, respectively, which were valued using Level 3 inputs. Total fair value gains related to these loans of \$27 thousand and \$254 thousand for the six months ended June 30, 2018, and 2017, respectively, were recognized in "Fee and miscellaneous income, net" in the Consolidated Statements of Comprehensive Income.

Investment securities available-for-sale: Investment securities available-for-sale are held at fair value. Fair value is based on quoted market prices, where available, or the prices for other similar securities with similar characteristics. As necessary, these prices are adjusted for typical securitization activities, including servicing value, portfolio composition, market conditions, and liquidity. We had no outstanding available-for-sale investment securities at June 30, 2018, or December 31, 2017. During the six months ended June 30, 2018, and 2017 we sold available-for-sale investment securities with total sales proceeds of \$34.2 million and \$28.8 million, resulting in a loss of \$211 thousand and \$481 thousand, respectively, which was recognized in "Fee and miscellaneous income, net" in the Consolidated Statements of Comprehensive Income.

**Derivatives:** If an active market exists, the fair value of our derivative financial instruments called TBAs is based on currently quoted market prices. We had TBAs with a notional value of \$47.5 million and \$44.8 million as of June 30, 2018, and December 31, 2017, respectively, which were used to manage exposure to interest rate risk and changes in the fair value of loans held for sale and the interest rate lock commitments that are determined prior to funding. We also used these instruments to hedge the changes in fair value related to investment securities available-for-sale. These derivatives were recorded on a net basis using Level 1 fair value inputs. Net losses related to TBAs sold, combined with fair value gains on the TBAs, resulted in a net gain of \$783 thousand for the six months ended June 30, 2018, compared to a net loss of \$493 thousand for the same period of 2017. These were included in "Fee and miscellaneous income, net" in the Consolidated Statements of Comprehensive Income.

# Non-Recurring

We may also be required, from time to time, to measure certain assets at fair value on a non-recurring basis. The following represents a summary of the assets, valuation techniques, and inputs used to measure fair value on a non-recurring basis:

**Impaired loans:** Represents the carrying amount and related write-downs of loans which were evaluated for individual impairment based on the appraised value of the underlying collateral. When the value of the collateral, less estimated costs to sell, is less than the principal balance of the loan, a specific reserve is established. Costs to sell represent transaction costs and are not included as a component of the asset's fair value. If the process uses independent appraisals and other market-based information, they are classified as Level 2. If the process requires significant input based on management's knowledge of and judgment about current market conditions, specific issues relating to the collateral and other matters, they are classified as Level 3.

Other property owned: Represents the fair value and related losses of foreclosed assets that were measured at fair value based on the collateral value, which is generally determined using appraisals, or other indications based on sales of similar properties. Costs to sell represent transaction costs and are not included as a component of the asset's fair value. If the process uses independent appraisals and other market-based information, they are classified as Level 2. If the process requires significant input based on management's knowledge of and judgment about current market conditions, specific issues relating to the property and other matters, they are classified as Level 3.

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

(in thousands)

	As of June 30, 2018							
	Fair Value Measurement Using						_	Total Fair
		Level 1		Level 2		Level 3		Value
Impaired loans	\$		\$		\$	22,214	\$	22,214
Other property owned						1,450		1,450
	As of December 31, 2017							
	Fair Value Measurement Using						Total Fair	
		Level 1		Level 2		Level 3		Value
Impaired loans Other property owned	\$	 	\$		\$	13,304 1,130	\$	13,304 1,130
Out of property our loa						1,100		1,100

#### **NOTE 7: SUBSEQUENT EVENTS**

We have evaluated subsequent events through August 7, 2018, which is the date the Consolidated Financial Statements were available to be issued. There have been no material subsequent events that would require recognition in our Quarterly Report or disclosure in the Notes to Consolidated Financial Statements.