Directors In Attendance

Everett Dobrinski  
Dan Kelley  
Ben Freund
Directors In Attendance (cont’d.)

Bill Harris

Clint Roush
Today’s Speakers

Marci Rossell

Terry Jones
2013 Business Highlights

- Record levels of loan volume and net income
- Exceptionally strong credit quality
- Capital and liquidity well above regulatory minimums
- Fulfilled the mission of the bank and met the financial needs of our customers
Average Loan Volume, 2009 – 2013 ($ in billions)

- 2009: $20 billion
- 2010: $40 billion
- 2011: $60 billion
- 2012: $80 billion
- 2013: $72 billion

$72 billion in 2013
Net Income Growth, 1999 – 2013 ($ in millions)

$856 million in 2013
Patronage, 2009 – 2013 ($ in millions)

$415 million in 2013
Credit quality
Capital levels
Liquidity
Performance of individual business segments
Customer profiles
Corporate Social Responsibility

- Support for agriculture
- Rural economic development
- Research & higher education
- Corporate philanthropy
- Corporate advocacy & industry support
- Sustainability & the environment
Governance

- 28 directors in 2014
  - 24 elected
  - 4 appointed
- Six voting regions
- Half elected on an one-member-one-vote basis
- Half elected on a modified equity basis
Governance (cont’d.)

- Bylaws require Restructuring Committee every five years
- Next review will begin in 2014 and be completed in 2015
- All aspects of bank governance
- Even balance of board members and non-board customer representatives
Economic Update

Marci Rossell
CEO Remarks

Bob Engel
Cooperative Principles
Finally, A Real Recovery?

- Accelerating GDP
- Equity markets
- Housing
- Auto sales
- Consumer confidence
- Corporate profits
Tail Risk #1: Monetary Policy
Tail Risk #2: Emerging Markets
Tail Risk #3: China
Tail Risk #4: Advanced Economies

Japan  Europe  United States
Tail Risk #4: Advanced Economies
Tail Risk #4: Advanced Economies
Tail Risk #4: Advanced Economies
“The Promise Of Rural America”
“The Promise Of Rural America”
“Feeding The World”
Leadership in a Wired World

Terry Jones
Bob Engel
Chief Executive Officer
Q&A