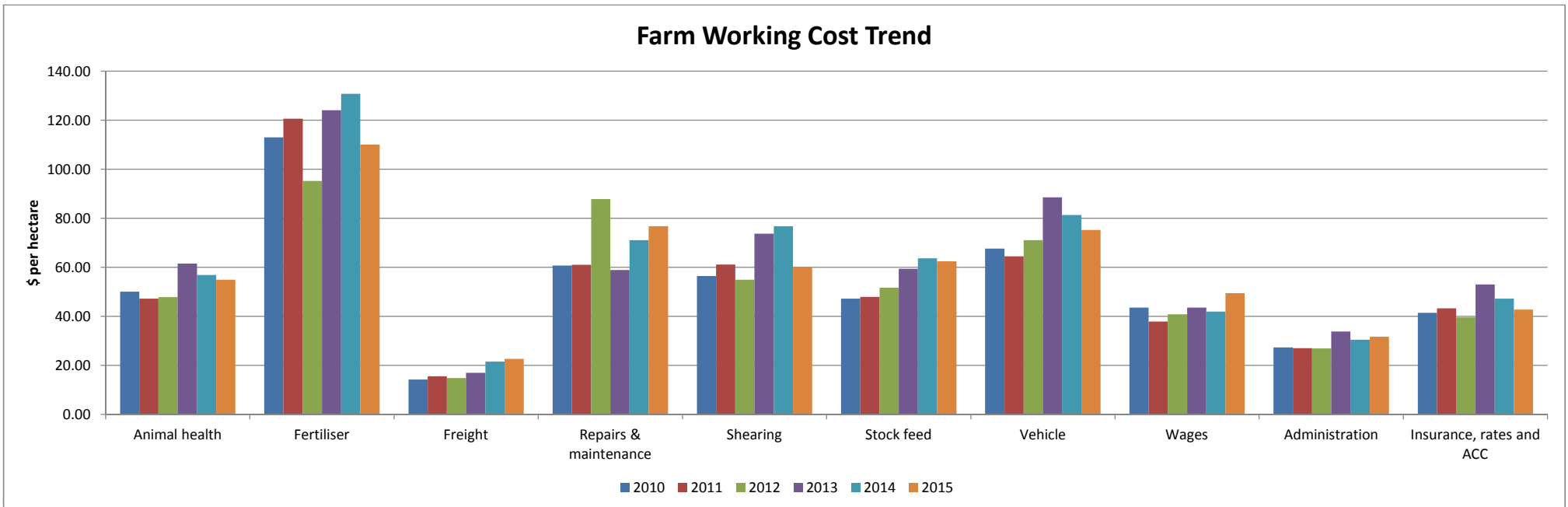
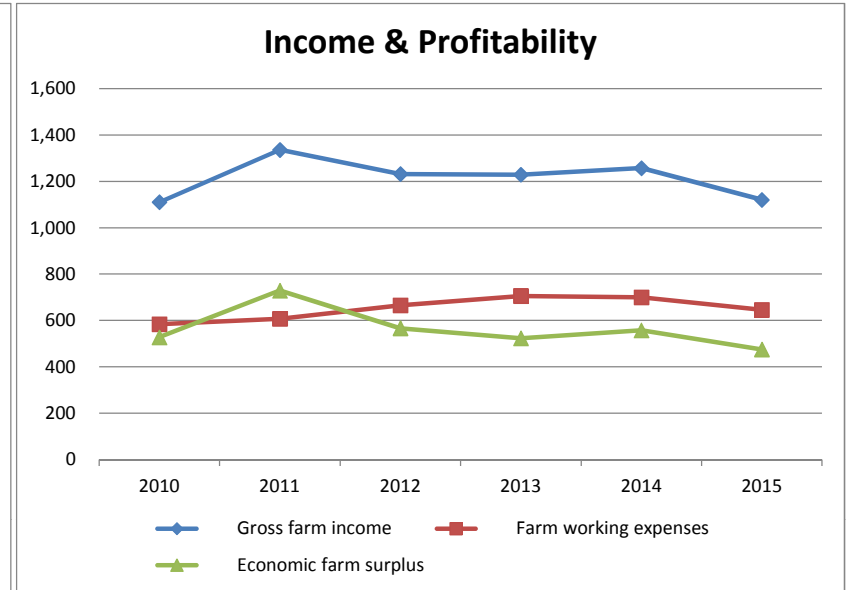
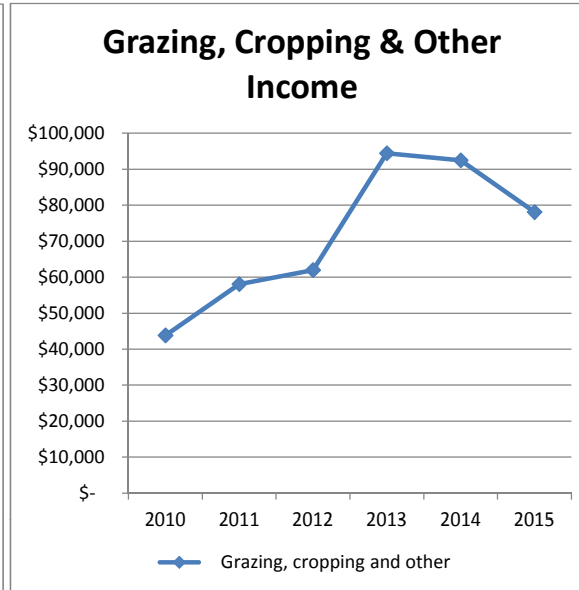
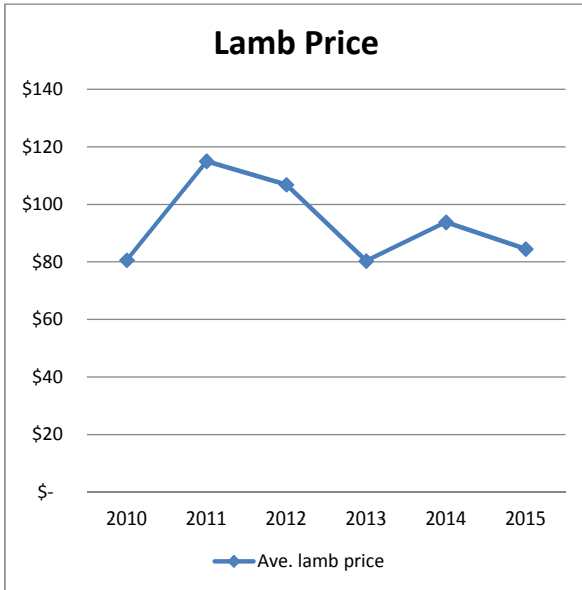


2015 Dairy Farm Statistics	Owners average	Owners top 20%	50/50 s/milkers average	50/50 s/milkers top 20%	LOSM & c/milkers average	Owners with 50/50 s/milkers	Owners with LOSM & c/milkers
PRODUCTION DATA							
Effective milking hectares	242	190	196	192	210	207	265
Runoff hectares	140	136	65	41	21	52	50
Cattle on hand at year end	1,013	857	730	683	40	1	979
Peak cows milked	693	583	550	561	618	641	746
Cows per milking hectare	2.87	3.06	2.81	2.92	2.94	3.10	2.82
Milk solids (kg)	287,745	261,324	221,399	244,024	236,555	309,505	295,295
Milk solids (kg/cow)	415	448	402	435	383	483	396
Milk solids (kg/ha)	1,190	1,372	1,132	1,269	1,127	1,499	1,116
Milk solids price (\$/kg)	5.79	5.95	2.95	3.47	1.26	2.92	5.38
Average calf price (\$)	53	33	71	85	37	0	40
Average cull cow price (\$)	694	764	643	452	0	0	632
FINANCIAL ANALYSIS							
Per milking hectare							
Gross farm income	7,715	9,678	3,948	4,965	1,609	4,753	6,436
Farm working expenses	5,702	6,425	3,147	3,177	970	3,049	5,683
Operating surplus	2,013	3,253	801	1,789	639	1,704	753
Economic farm surplus	1,578	2,829	258	957	300	1,490	697
Per Cow							
Gross farm income	2,691	3,162	1,404	1,701	547	1,532	2,282
Farm working expenses	1,989	2,099	1,119	1,088	329	983	2,015
Operating surplus	702	1,063	285	613	217	549	267
Per Milk solids (kg)							
Gross farm income	6.48	7.05	3.49	3.91	1.43	3.17	5.77
Farm working expenses	4.79	4.68	2.78	2.50	.86	2.03	5.09
Operating surplus	1.69	2.37	.71	1.41	.57	1.14	.67
PROFITABILITY							
Milk sales income	1,664,620	1,554,999	653,518	847,332	297,098	904,086	1,589,084
Cattle trading ⁺	155,007	165,799	96,474	70,094	29,644	9,486	91,998
Gross farm income	1,865,327	1,843,139	772,124	954,580	337,639	981,640	1,703,356
Farm working expenses	1,378,593	1,223,606	615,415	610,698	203,485	629,759	1,504,136
Interest	469,170	378,779	97,932	140,778	21,980	229,801	361,554
Net farm trading profit*	17,564	240,753	58,776	203,104	112,174	122,080	(162,335)
Personal expenses	85,472	100,639	70,563	91,156	68,569	78,586	69,429
Net plant purchases	102,611	96,495	45,463	29,293	32,674	(17,362)	60,918
EXPENSES (\$/kgms)							
Animal health	.22	.18	.23	.23	.01	.00	.27
Breeding expenses	.13	.12	.16	.13	.00	.00	.13
Contract, cultivation and regrassing	.20	.16	.09	.09	.00	.12	.10
Dairyshed expenses	.07	.06	.05	.04	.03	.00	.02
Electricity	.09	.09	.10	.09	.09	.04	.01
Fertiliser	.50	.57	.15	.18	.00	.42	.49
Freight	.06	.08	.03	.02	.00	.02	.06
Grazing costs	.48	.48	.51	.29	.04	.29	.92
Owned/Rented grazing block	.35	.42	.07	.08	.00	.13	.11
Repairs & maintenance	.37	.36	.11	.14	.03	.30	.33
Stock food costs	.97	1.09	.32	.34	.01	.45	.82
Vehicle costs	.23	.15	.19	.20	.09	.03	.09
Wages	.74	.58	.56	.52	.40	.05	1.23
Administration	.10	.09	.09	.10	.07	.04	.29
Insurance, rates and ACC	.15	.14	.06	.06	.04	.12	.10
Farm working expenses	4.79	4.68	2.78	2.50	.86	2.03	5.09
Farm working expenses as % of GFI	74%	66%	80%	64%	60%	64%	88%
Interest	1.53	1.28	.29	.41	.05	.69	1.15
Interest paid as % of GFI	24%	18%	8%	11%	3%	22%	20%
OTHER DATA							
Total farm assets (land, stock & plant)	13,048,293	11,546,350	1,738,414	2,565,172	151,327	11,735,566	12,724,840
Return on total farm assets	3.1%	5.2%	2.5%	13.6%	86.1%	2.9%	1.3%
Increase (decrease) in term liabilities	643,034	646,161	87,103	380,402	8,729	242,601	641,208
Term liabilities per kgms	25.26	21.91	3.79	6.65	.64	12.47	19.12
Min farm trading profit req. for viability	396,239	244,659	115,618	142,567	103,931	151,965	232,366

2015 Sheep, Beef & Deer Farm Statistics	Average < 3000 su	Top 20% < 3000 su	Average 3000 su > 5000 su	Top 20% 3000 su > 5000 su	Average > 5000 su	Top 20% > 5000 su
PRODUCTION DATA						
Effective Area (ha)	197	167	445	290	922	900
Sheep on hand at year end	1,859	1,903	3,184	2,812	6,081	5,864
Cattle on hand at year end	36	72	74	48	268	405
Deer on hand at year end	156	0	181	0	500	398
Ave. stock units carried	2,183	2,098	3,913	3,800	8,479	8,681
Ave. stock units per ha	11.1	12.6	8.8	13.1	9.2	9.6
Lambing %	148%	147%	138%	150%	144%	157%
Ave. lamb price	92.94	96.42	84.50	93.18	89.73	86.37
Ave. ewe price	79.12	79.15	81.70	99.25	79.16	76.21
Total wool production (kg)	9,630	10,923	16,185	15,383	30,427	30,874
Wool production per sheep stock unit (kg)	6.0	5.9	5.5	6.2	5.3	5.5
Average wool price per kg	4.05	3.69	3.56	3.62	4.14	3.83
FINANCIAL ANALYSIS						
Per hectare						
Gross farm income	1,537	1,868	1,120	1,909	1,142	1,500
Farm working expenses	843	859	645	937	621	694
Operating surplus	694	1,009	475	973	520	806
Economic farm surplus	207	559	331	668	418	637
Per stock unit						
Sheep - Gross Profit	129.25	137.11	118.84	150.21	122.32	129.52
Cattle - Gross Profit	51.89	146.36	115.05	201.72	89.50	100.68
Deer - Gross Profit	29.68	0.00	31.30	0.00	28.92	61.89
Gross farm income	138.38	148.37	127.43	145.54	124.12	155.49
Farm working expenses	75.87	68.22	73.41	71.41	67.53	71.95
Operating surplus	62.51	80.15	54.02	74.13	56.59	83.54
PROFITABILITY						
Sheep trading ⁺	184,837	209,165	296,035	337,772	579,779	616,969
Wool sales	38,958	40,347	57,563	55,746	125,825	118,389
Cattle trading ⁺	27,132	57,264	43,985	27,094	151,260	262,462
Deer trading ⁺	22,483	0	22,905	0	69,709	127,494
Grazing, cropping and other	28,720	4,475	78,117	132,452	125,913	224,534
Gross farm income	302,130	311,252	498,603	553,064	1,052,486	1,349,849
Farm working expenses	165,646	143,117	287,242	271,356	572,638	624,598
Interest and rent	43,438	63,720	94,324	103,266	210,242	161,893
Net farm trading profit*	74,482	90,250	89,477	154,796	229,661	519,305
Personal expenses	47,072	47,911	58,765	78,403	111,650	99,531
Net plant purchases	18,786	7,032	22,999	47,297	67,497	68,755
EXPENSES (\$/su)						
Animal health	6.38	6.66	6.25	6.50	5.31	5.02
Fertiliser	14.97	12.70	12.52	14.98	14.85	12.31
Freight	1.88	1.80	2.58	5.53	1.13	.93
Repairs & maintenance	7.25	7.30	8.73	5.94	6.11	6.98
Shearing	7.03	8.30	6.84	4.56	7.78	6.26
Stock feed	5.26	5.28	7.11	3.19	3.54	4.32
Vehicle	7.88	6.93	8.56	7.24	6.75	6.66
Wages	3.60	.59	5.62	10.21	8.83	11.65
Administration	4.94	4.42	3.61	2.88	2.73	2.60
Insurance, rates and ACC	6.79	6.77	4.86	6.27	4.06	4.37
Farm working expenses	75.87	68.22	73.41	71.41	67.53	71.95
Farm working expenses as % of GFI	55%	46%	58%	49%	54%	46%
Interest & rent	19.89	30.37	24.11	27.18	24.79	18.65
Interest and rent paid as % of GFI	14%	20%	19%	19%	20%	11%
OTHER DATA						
Total farm assets (land, stock & plant)	4,064,960	3,484,865	6,051,632	7,280,000	9,962,279	9,668,403
Return on total farm assets	2.6%	8.0%	2.9%	3.0%	5.4%	5.8%
Increase (decrease) in term liabilities	(24,803)	(41,695)	25,366	27,048	104,294	151,126
Term debt as % of total farm assets	12%	23%	19%	21%	27%	19%
Min farm trading profit req. for viability	88,531	81,244	111,898	128,333	260,065	202,242



Farm Stats Interpretation Guide

FINANCIAL ANALYSIS

Operating surplus = gross farm income – farm working expenses

Economic farm surplus = net farm trading profit – (interest and rent + labour adjustment)

- The labour adjustment is added when farmer is an owner operator and is included where working owners are not paid for their labour. It is calculated as follows:-

Peak cows milked x \$140 labour rate

If *less than* \$30,800 use \$30,800

If *between* \$30,801 and \$69,999 calculate peak cows milked x \$140

If *greater than* \$70,000 use \$70,000 as maximum labour adjustment

PROFITABILITY

Milk sales income = total milk income – Dairy NZ fee + Fonterra dividend (if any)

Cattle account surplus = cash surplus from accounts +/- change in value of livestock on hand

- Bear in mind this change in value is always based on herd values, never national standard cost which is why it could be different to accounts.
- Farm working expenses are as per accounts but not including depreciation or inter entity interest.
- Interest expenses should match up to accounts. If any inter entity interest is paid then this is backed out.

Net farm trading profit = gross farm income (GFI) – farm working expenses – interest – plant and machinery depreciation – owned runoff adjustment

- The owned runoff adjustment is calculated as if the runoff was leased so that it is comparable to other entities that lease their run off and there is a separate line for this in expenses section of our stats.

Owned runoff adjustment = market value of runoff land x 5%

Personal expenses = drawings + private share expenses

- Current account items that are non cash are not included in this line as it represents the actual money withdrawn from the entity throughout the year.
- Net plant purchases exclude land and land development asset purchases.

OTHER DATA

- Total farm assets – This is a combination of land, plant and stock valued at balance date.
 - Land – Current market value based on location and size
 - Stock – Herd value
 - Plant – Closing book value from asset schedule in accounts

Return on farm assets = (economic farm surplus per Ha x effective Ha) ÷ total farm assets

- Increase (decrease) in term liabilities is change from last year to this year in term liabilities not including inter entity loans.
- Minimum farm trading profit required for viability is calculated to show the profit before tax required so that the farm can meet tax of 25% and debt obligations over 20 years. It is calculated as follows:-

= [(Term liabilities ÷ 20 years) + total drawings] ÷ 75%