



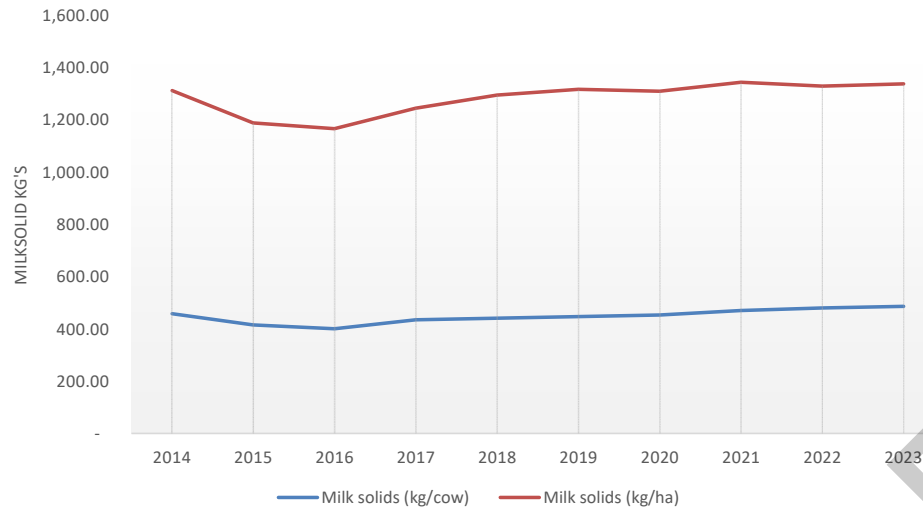
2023 Dairy Farm Statistics	Owners average	Owners top 20%	50/50 s/milkers average	50/50 s/milkers top 20%	LOSM & c/milkers average	Owners with 50/50 s/milkers	Owners with LOSM & c/milkers
<b>PRODUCTION DATA</b>							
Effective milking hectares	259	289	225	279	267	215	303
Runoff hectares	106	130	1	2	20	16	172
Cattle on hand at year end	1,023	1,379	846	1,351	1	58	1,147
Peak cows milked	710	897	690	943	829	635	860
Cows per milking hectare	2.75	3.10	3.06	3.39	3.10	2.95	2.84
Milk solids (kg)	346,265	466,694	349,745	539,055	396,996	315,799	409,655
Milk solids (kg/cow)	488	520	507	572	479	497	476
Milk solids (kg/ha)	1,339	1,613	1,552	1,936	1,485	1,469	1,352
Milk solids price (\$/kg)	8.72	8.84	4.51	5.41	1.48	4.74	8.94
Average calf price (\$)	72	102	42	56	33	5	57
Average cull cow price (\$)	814	773	664	932	648	637	786
Cattle account profit as % of GFI	6%	6%	4%	8%	4%	5%	4%
Milk income as % of GFI	94%	93%	95%	92%	93%	93%	93%
<b>FINANCIAL ANALYSIS</b>							
<b>Per milking hectare</b>							
Gross farm income	12,434	15,298	7,325	11,348	2,374	7,496	12,958
Farm working expenses	8,603	9,392	4,793	6,790	1,455	4,296	8,567
Operating surplus	3,830	5,906	2,531	4,559	919	3,200	4,391
Economic farm surplus	3,060	5,207	1,710	3,691	522	2,860	3,842
<b>Per Cow</b>							
Gross farm income	4,527	4,933	2,394	3,352	766	2,538	4,563
Farm working expenses	3,133	3,028	1,567	2,005	469	1,455	3,017
Operating surplus	1,395	1,904	827	1,346	296	1,083	1,546
<b>Per Milk solids (kg)</b>							
Gross farm income	9.28	9.48	4.72	5.86	1.60	5.10	9.58
Farm working expenses	6.42	5.82	3.09	3.51	.98	2.92	6.34
Operating surplus	2.86	3.66	1.63	2.36	.62	2.18	3.25
<b>PROFITABILITY</b>							
Milk sales income	3,017,929	4,123,957	1,576,235	2,917,625	587,289	1,496,506	3,662,744
Cattle trading*	183,268	273,012	69,337	242,921	24,238	77,988	159,259
<b>Gross farm income</b>	<b>3,214,299</b>	<b>4,426,138</b>	<b>1,650,820</b>	<b>3,160,546</b>	<b>634,784</b>	<b>1,611,655</b>	<b>3,925,177</b>
Farm working expenses	2,224,076	2,717,404	1,080,308	1,890,958	389,109	923,680	2,595,184
Interest	395,274	532,263	71,468	61,433	16,405	241,562	657,509
<b>Net farm trading profit*</b>	<b>594,948</b>	<b>1,176,471</b>	<b>499,044</b>	<b>1,208,155</b>	<b>229,271</b>	<b>446,412</b>	<b>672,484</b>
Personal expenses	108,672	113,499	48,554	41,479	97,878	62,127	74,554
Net plant purchases	104,522	108,053	41,597	18,347	(3,954)	36,705	73,745
<b>EXPENSES (\$/kgms)</b>							
Animal health	.30	.30	.22	.14	.01	.02	.28
Breeding expenses	.19	.16	.08	.07	.00	.00	.16
Contract, cultivation and regrassing	.24	.19	.10	.13	.01	.07	.14
Dairyshed expenses	.10	.07	.07	.08	.03	.03	.07
Electricity	.10	.09	.08	.07	.10	.01	.02
Fertiliser	.67	.58	.15	.19	.00	.43	.65
Freight	.06	.05	.03	.02	.00	.02	.07
Grazing costs	.58	.56	.56	.71	.00	.41	.67
Owned/Rented grazing block	.35	.26	.00	.00	.01	.09	.24
Repairs & maintenance	.50	.49	.11	.11	.03	.57	.37
Stock food costs	1.67	1.77	.75	1.04	.00	.89	1.34
Vehicle costs	.25	.21	.15	.14	.09	.06	.16
Wages	.81	.68	.52	.49	.59	.06	1.64
Administration	.14	.08	.06	.03	.06	.06	.10
Insurance, rates and ACC	.17	.15	.05	.06	.04	.11	.15
<b>Farm working expenses</b>	<b>6.42</b>	<b>5.82</b>	<b>3.09</b>	<b>3.51</b>	<b>.98</b>	<b>2.92</b>	<b>6.34</b>
Farm working expenses as % of GFI	69%	61%	65%	60%	61%	57%	66%
Interest	1.13	1.07	.10	.05	.01	.75	1.59
Interest paid as % of GFI	12%	11%	2%	1%	1%	15%	17%
<b>OTHER DATA</b>							
Total farm assets (land, stock & plant)	13,372,842	16,826,785	2,140,001	4,995,925	90,538	9,599,392	16,458,243
Return on total farm assets	6.3%	9.7%	76.2%	30.9%	195.0%	6.4%	7.3%
Increase (decrease) in term liabilities	40,187	(30,883)	(60,524)	(712,250)	(64,303)	32,345	226,328
Term liabilities per kgms	17.59	18.35	.99	.00	.07	10.37	23.42
Min farm trading profit req. for viability	545,917	684,699	89,474	55,305	131,958	340,876	747,917

## Dairy Owner Operator - 10 Year Trend

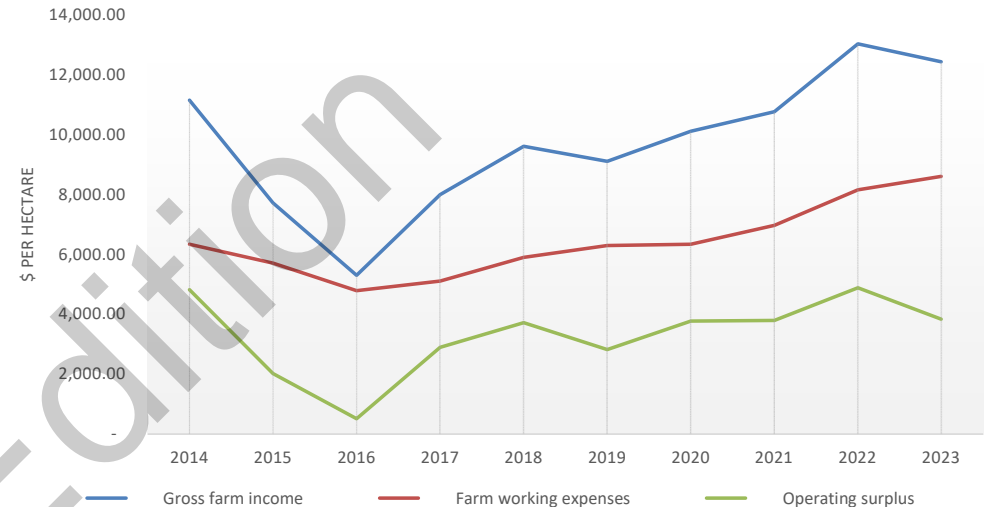
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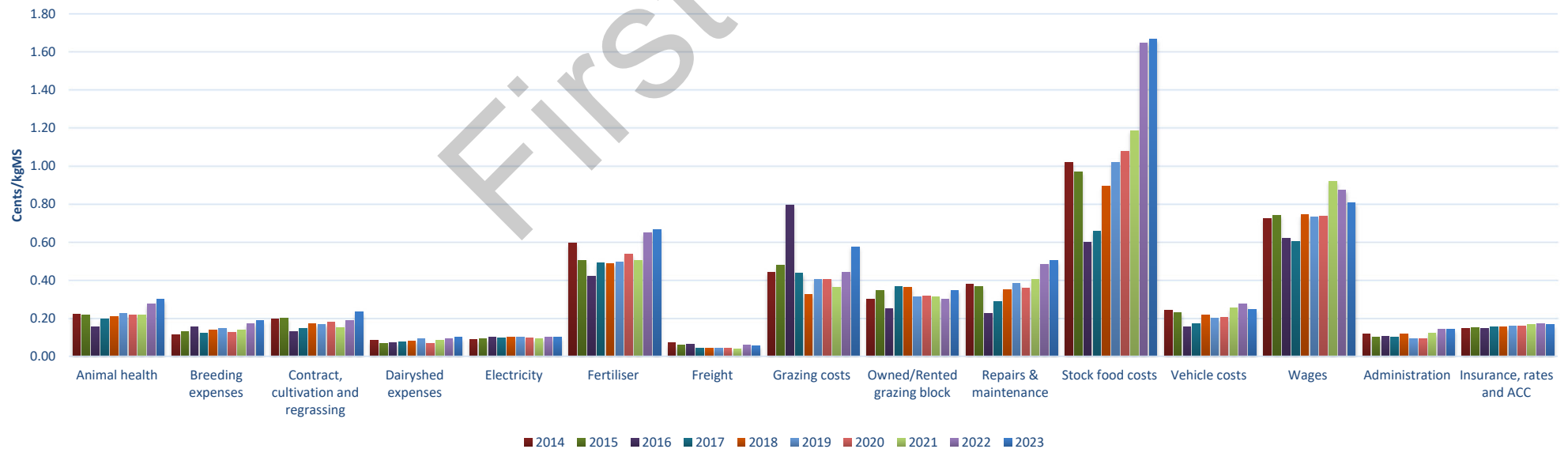
### Production Trend



### Income & Profitability



### Farm Working Cost Trend





2023 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
<b>PRODUCTION DATA</b>						
Effective Area (ha)	228	251	541	429	1,543	1,807
Sheep on hand at year end	1,692	1,135	4,066	3,941	9,541	13,188
Cattle on hand at year end	27	32	326	237	389	639
Deer on hand at year end	119	0	88	0	99	331
Ave. stock units carried	2,226	2,737	5,338	4,428	11,739	19,475
Ave. stock units per ha	9.8	10.9	9.9	10.3	7.6	10.8
Lambing %	148%	157%	137%	139%	139%	145%
Ave. lamb price	128.99	133.50	126.71	127.22	118.67	133.34
Ave. ewe price	115.01	100.04	115.08	115.35	114.18	132.76
Total wool production (kg)	5,992	3,612	15,201	9,890	34,457	51,198
Wool production per sheep stock unit (kg)	5.1	5.5	4.4	4.8	4.2	8.2
Average wool price per kg	2.18	4.49	1.37	2.07	2.39	1.91
<b>FINANCIAL ANALYSIS</b>						
<b>Per hectare</b>						
Gross farm income	1,818	2,117	1,394	1,915	1,040	1,643
Farm working expenses	1,033	888	858	831	690	997
Operating surplus	786	1,229	536	1,083	350	645
Economic farm surplus	493	1,577	344	898	310	635
<b>Per stock unit</b>						
Sheep - Gross Profit	156.91	169.95	136.19	147.09	132.60	188.98
Cattle - Gross Profit	104.95	131.67	215.51	221.52	73.64	158.75
Deer - Gross Profit	50.77	0.00	18.66	0.00	30.72	66.44
Gross farm income	186.16	194.06	141.16	185.49	136.61	152.44
Farm working expenses	105.72	81.43	86.86	80.52	90.62	92.57
Operating surplus	80.44	112.63	54.30	104.97	45.99	59.87
<b>PROFITABILITY</b>						
Sheep trading <sup>+</sup>	247,347	280,514	486,397	512,840	1,063,486	1,660,609
Wool sales	13,074	16,216	20,802	20,473	82,517	97,586
Cattle trading <sup>+</sup>	22,089	18,192	184,093	160,719	217,126	399,176
Deer trading <sup>+</sup>	22,753	0	13,617	0	27,925	99,959
Grazing, cropping and other	109,085	216,158	48,655	127,365	212,674	711,414
<b>Gross farm income</b>	<b>414,348</b>	<b>531,080</b>	<b>753,565</b>	<b>821,397</b>	<b>1,603,728</b>	<b>2,968,745</b>
Farm working expenses	235,305	222,842	463,684	356,579	1,063,809	1,802,758
Interest and rent	68,162	107,014	145,876	190,577	338,070	518,315
<b>Net farm trading profit*</b>	<b>90,000</b>	<b>184,452</b>	<b>78,417</b>	<b>264,265</b>	<b>112,292</b>	<b>467,631</b>
Personal expenses	108,726	210,617	101,409	153,927	124,581	160,047
Net plant purchases	20,180	8,696	41,473	38,135	139,964	280,178
<b>EXPENSES (\$/su)</b>						
Animal health	7.45	3.38	5.98	7.74	7.35	6.76
Fertiliser	15.62	14.96	17.57	17.55	16.76	17.20
Freight	1.87	3.45	1.85	.47	1.45	1.11
Repairs & maintenance	13.16	12.19	10.09	3.51	8.57	8.08
Shearing	7.78	7.51	7.81	8.25	9.82	9.13
Stock feed	8.70	3.48	2.80	5.05	2.20	1.47
Vehicle	13.27	8.63	9.91	9.18	9.10	10.56
Wages	2.68	.05	7.28	5.15	10.53	13.88
Administration	6.44	4.45	4.03	3.43	2.72	2.64
Insurance, rates and ACC	9.98	10.27	5.74	4.40	5.34	5.97
<b>Farm working expenses</b>	<b>105.72</b>	<b>81.43</b>	<b>86.86</b>	<b>80.52</b>	<b>90.62</b>	<b>92.57</b>
Farm working expenses as % of GFI	57%	42%	62%	43%	66%	61%
Interest & rent	30.62	39.10	27.33	43.04	28.80	26.61
Interest and rent paid as % of GFI	16%	20%	19%	23%	21%	17%
<b>OTHER DATA</b>						
Total farm assets (land, stock & plant)	5,398,962	6,981,933	8,271,951	6,186,516	17,063,342	28,138,902
Return on total farm assets	1.6%	3.6%	8.3%	19.7%	2.4%	5.1%
Increase (decrease) in term liabilities	88,277	427,742	(33,099)	63,408	(20,146)	(138,281)
Term debt as % of total farm assets	25%	21%	22%	13%	33%	41%
Min farm trading profit req. for viability	253,799	400,097	244,824	307,503	498,216	644,870

\* After allowance for depreciation on plant and machinery. + Including allowance for change in stock numbers on hand.

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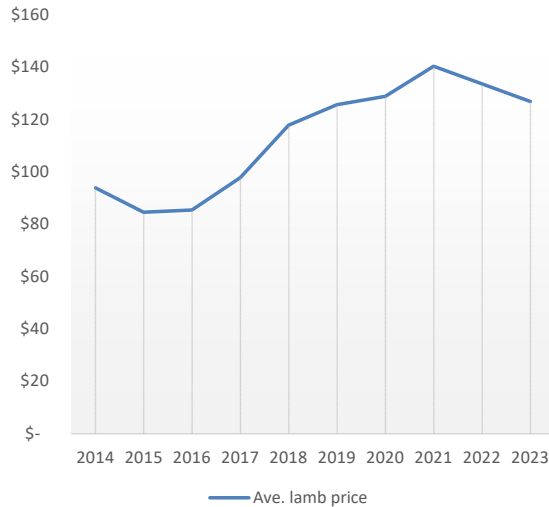
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## Sheep, Beef & Deer Farms 3,000 to 5,000su - Ten Year Trend

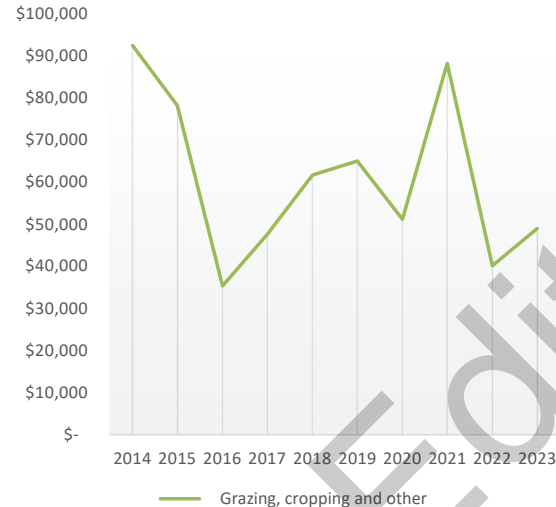
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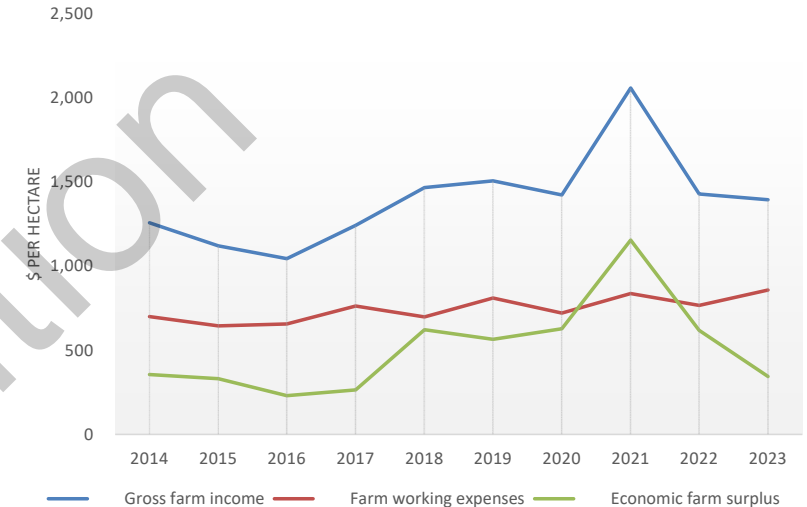
### Lamb Price



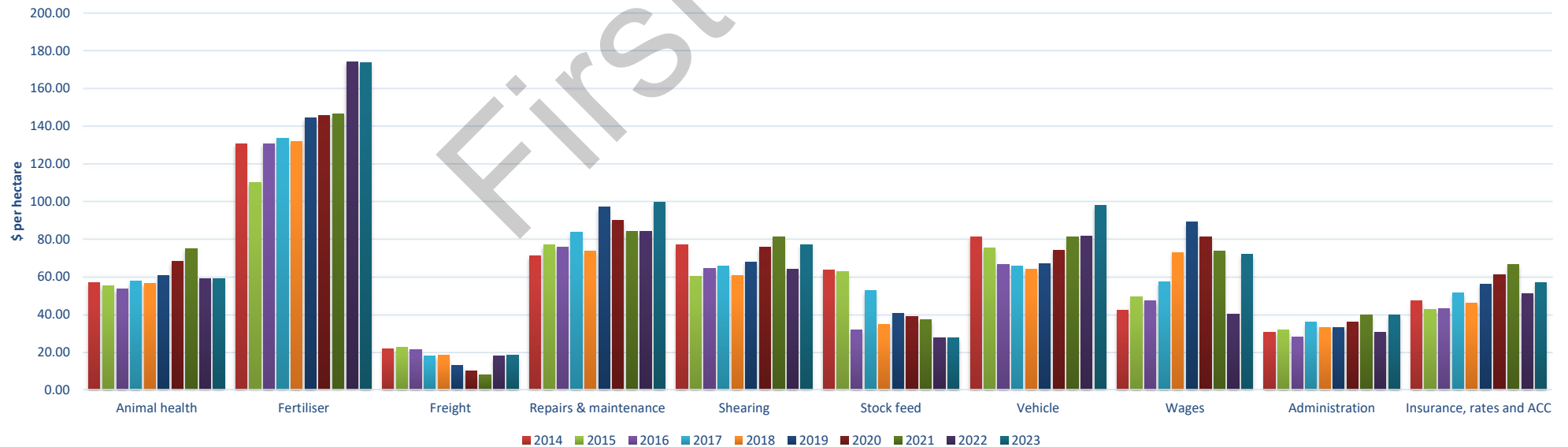
### Grazing, Cropping & Other Income



### Income & Profitability



### Farm Working Cost Trend



# 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 based on data from Federated Farmers/RaboBank 2021/22 Remuneration report

Dairy		Sheep/Beef	
Peaked Cows Milked	Labour Adjustment	Stock Units	Labour Adjustment
1 – 299	\$75,000	>3000k	\$70,000
300- 499	\$90,000	3000-5000k	\$80,000
500 - 699	\$100,000	5000k +	\$90,000 Maximum
700 +	\$120,000 Maximum		

## PROFITABILITY

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

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

- Keep 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 are based on actual interest paid to external parties. Any inter entity interest 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 = estimated 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 – Estimate of 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%**