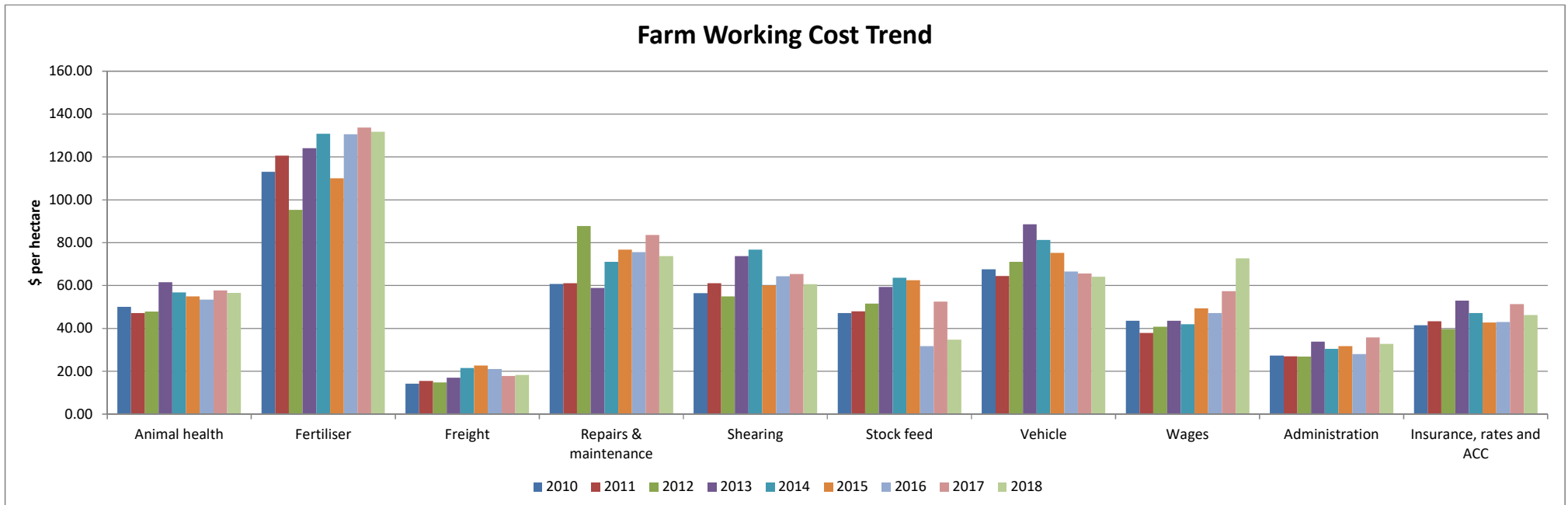
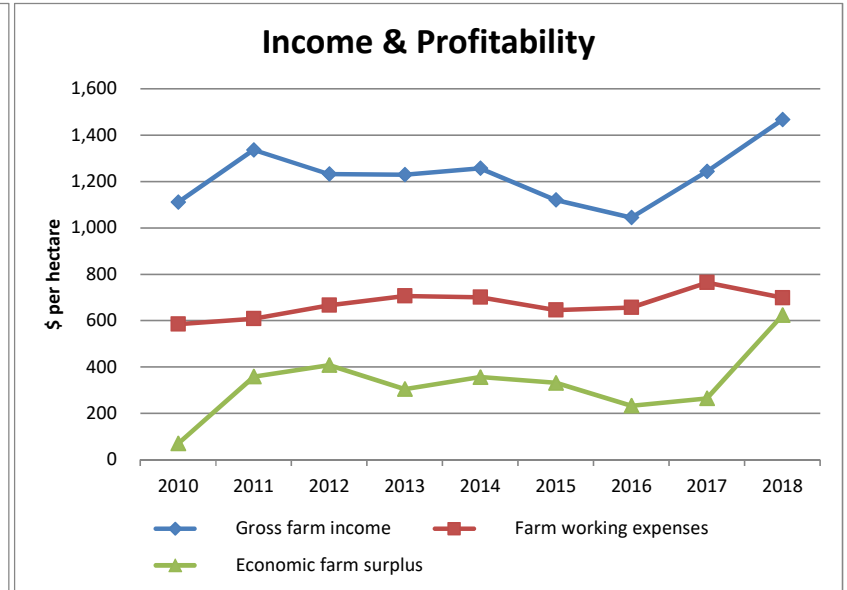
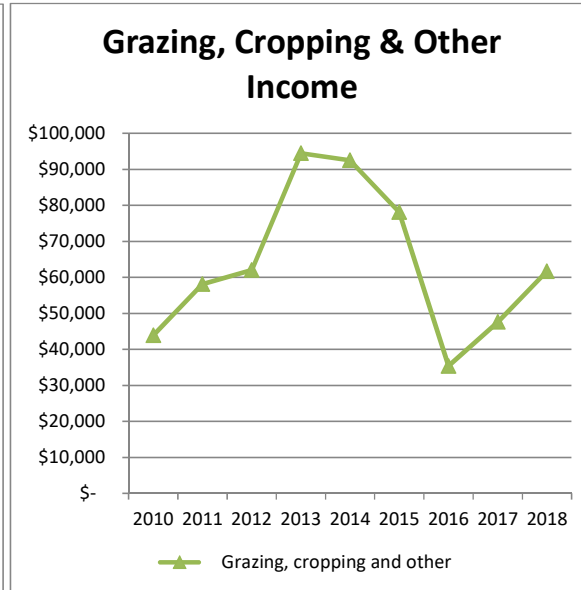
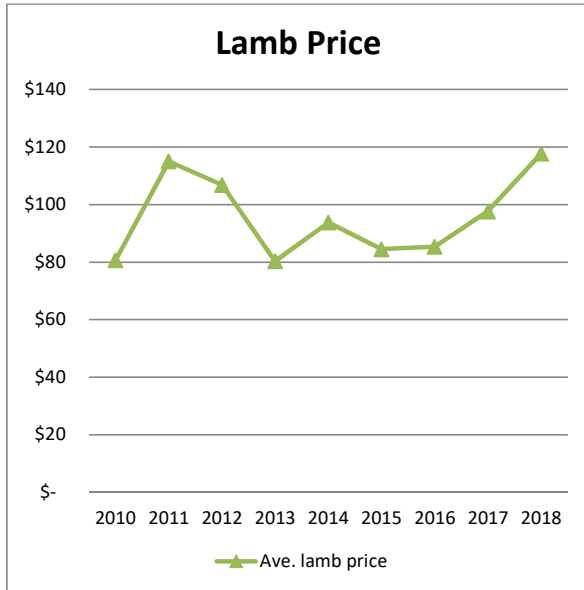


2018 Dairy Farm Statistics	Owners average	Owners top 20%	50/50 s/milkers average	50/50 s/milkers top 20%	LOSM & c/milkers average	Owners with 50/50 s/milkers	Owners with LOSM & c/milkers
PRODUCTION DATA							
Effective milking hectares	246	222	192	152	215	214	259
Runoff hectares	183	105	45	58	21	63	110
Cattle on hand at year end	1,033	1,003	777	699	83	141	976
Peak cows milked	723	717	572	508	639	632	738
Cows per milking hectare	2.93	3.24	2.98	3.35	2.97	2.95	2.85
Milk solids (kg)	319,464	341,352	245,497	253,253	282,436	290,511	331,098
Milk solids (kg/cow)	442	476	429	499	442	460	449
Milk solids (kg/ha)	1,296	1,540	1,279	1,672	1,313	1,355	1,278
Milk solids price (\$/kg)	6.64	6.63	3.21	3.25	1.36	3.44	6.60
Average calf price (\$)	88	148	55	61	34	0	56
Average cull cow price (\$)	775	809	832	861	1,741	141	806
FINANCIAL ANALYSIS							
Per milking hectare							
Gross farm income	9,611	11,618	5,012	7,173	1,967	5,066	9,211
Farm working expenses	5,899	6,333	3,494	4,154	1,080	2,690	6,153
Operating surplus	3,712	5,285	1,517	3,019	887	2,376	3,057
Economic farm surplus	3,044	4,804	1,088	2,338	543	2,181	2,710
Per Cow							
Gross farm income	3,277	3,591	1,681	2,141	662	1,719	3,233
Farm working expenses	2,011	1,957	1,172	1,240	363	913	2,160
Operating surplus	1,266	1,633	509	901	299	806	1,073
Per Milk solids (kg)							
Gross farm income	7.42	7.54	3.92	4.29	1.50	3.74	7.21
Farm working expenses	4.55	4.11	2.73	2.48	.82	1.99	4.81
Operating surplus	2.86	3.43	1.19	1.81	.68	1.75	2.39
PROFITABILITY							
Milk sales income	2,121,390	2,263,665	788,327	822,446	382,806	998,808	2,184,454
Cattle trading ⁺	193,372	237,542	137,754	200,674	26,590	18,887	163,973
Gross farm income	2,368,895	2,574,941	961,746	1,086,640	423,156	1,086,436	2,385,904
Farm working expenses	1,453,927	1,403,595	670,562	629,283	232,268	576,854	1,593,929
Interest	424,769	345,270	64,155	107,309	20,258	167,158	416,645
Net farm trading profit*	490,200	826,075	227,028	350,047	170,629	342,424	375,329
Personal expenses	104,830	118,017	60,338	98,060	81,725	89,285	96,060
Net plant purchases	119,171	57,928	59,216	65,179	45,066	9,595	73,694
EXPENSES (\$/kgms)							
Animal health	.21	.19	.20	.16	.01	.03	.20
Breeding expenses	.14	.12	.13	.12	.00	.02	.15
Contract, cultivation and regrassing	.17	.14	.10	.12	.00	.11	.15
Dairyshed expenses	.08	.06	.04	.03	.02	.02	.03
Electricity	.10	.12	.09	.10	.07	.00	.02
Fertiliser	.49	.42	.15	.16	.01	.31	.48
Freight	.04	.03	.04	.04	.00	.03	.04
Grazing costs	.32	.44	.48	.33	.03	.33	.63
Owned/Rented grazing block	.36	.26	.08	.10	.00	.21	.30
Repairs & maintenance	.35	.31	.09	.05	.02	.18	.30
Stock food costs	.89	.96	.37	.59	.07	.39	.79
Vehicle costs	.22	.13	.13	.07	.08	.07	.10
Wages	.74	.56	.63	.40	.40	.02	1.26
Administration	.12	.11	.06	.06	.05	.09	.10
Insurance, rates and ACC	.15	.14	.04	.03	.03	.11	.12
Farm working expenses	4.55	4.11	2.73	2.48	.82	1.99	4.81
Farm working expenses as % of GFI	61%	55%	70%	58%	55%	53%	67%
Interest	1.27	.90	.23	.39	.03	.68	1.28
Interest paid as % of GFI	17%	12%	6%	9%	2%	18%	18%
OTHER DATA							
Total farm assets (land, stock & plant)	12,894,080	12,032,266	1,544,390	1,554,788	207,091	10,699,666	14,081,476
Return on total farm assets	6.1%	9.0%	14.2%	27.2%	205.3%	4.6%	5.1%
Increase (decrease) in term liabilities	146,735	411,537	(54,101)	(85,158)	26,295	(260,428)	60,757
Term liabilities per kgms	23.06	18.37	3.42	5.53	.63	13.57	25.08
Min farm trading profit req. for viability	642,681	553,911	129,685	225,821	119,137	352,730	646,918

2018 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)	225	151	465	288	1,459	1,426
Sheep on hand at year end	1,851	1,703	3,614	2,841	8,789	8,835
Cattle on hand at year end	70	18	100	70	395	279
Deer on hand at year end	129	0	224	421	116	28
Ave. stock units carried	2,191	1,694	4,133	3,420	10,845	9,048
Ave. stock units per ha	9.7	11.2	8.9	11.9	7.4	6.3
Lambing %	150%	159%	146%	146%	140%	133%
Ave. lamb price	116.62	125.48	117.70	112.29	111.62	118.38
Ave. ewe price	126.77	138.86	122.52	116.07	118.38	104.00
Total wool production (kg)	7,823	7,839	14,492	12,013	35,153	35,161
Wool production per sheep stock unit (kg)	4.9	4.5	5.4	7.1	4.5	4.7
Average wool price per kg	2.53	2.55	2.63	2.86	2.76	3.69
FINANCIAL ANALYSIS						
Per hectare						
Gross farm income	1,658	2,482	1,467	2,107	1,102	1,440
Farm working expenses	860	889	698	891	553	438
Operating surplus	798	1,593	769	1,216	549	1,002
Economic farm surplus	479	1,048	623	901	483	876
Per stock unit						
Sheep - Gross Profit	152.62	178.50	157.16	152.11	135.24	136.97
Cattle - Gross Profit	119.80	390.07	195.83	189.31	94.99	65.29
Deer - Gross Profit	38.35	0.00	44.21	72.83	40.43	33.74
Gross farm income	170.20	220.90	165.00	177.20	148.34	226.96
Farm working expenses	88.26	79.14	78.51	74.95	74.39	69.01
Operating surplus	81.94	141.76	86.48	102.25	73.94	157.95
PROFITABILITY						
Sheep trading ⁺	233,178	269,658	467,802	371,099	997,686	912,888
Wool sales	19,803	20,010	38,165	34,319	96,965	129,759
Cattle trading ⁺	47,212	40,449	75,948	25,423	208,117	142,846
Deer trading ⁺	33,088	0	38,364	72,162	31,620	3,880
Grazing, cropping and other	39,619	44,137	61,615	103,018	274,283	864,236
Gross farm income	372,899	374,253	681,893	606,021	1,608,671	2,053,609
Farm working expenses	193,372	134,086	324,478	256,328	806,773	624,407
Interest and rent	37,876	30,631	102,385	83,823	266,983	245,426
Net farm trading profit*	121,868	191,578	226,223	245,693	463,147	1,112,330
Personal expenses	64,394	57,142	86,982	63,320	122,191	101,839
Net plant purchases	23,838	30,245	34,674	16,725	146,198	124,156
EXPENSES (\$/su)						
Animal health	5.51	6.08	6.36	6.96	5.87	5.29
Fertiliser	14.88	15.73	14.82	13.35	15.74	7.77
Freight	1.86	.99	2.05	1.47	1.19	1.01
Repairs & maintenance	9.31	8.83	8.29	8.43	6.97	6.55
Shearing	5.69	5.45	6.82	4.70	6.84	7.55
Stock feed	9.79	6.69	3.91	4.63	2.95	1.33
Vehicle	8.87	8.65	7.21	6.07	6.65	6.64
Wages	5.41	3.40	8.18	7.66	8.94	11.95
Administration	4.48	4.98	3.69	4.54	2.27	2.27
Insurance, rates and ACC	7.66	7.40	5.20	4.61	4.30	3.71
Farm working expenses	88.26	79.14	78.51	74.95	74.39	69.01
Farm working expenses as % of GFI	52%	36%	48%	42%	50%	30%
Interest & rent	17.29	18.08	24.77	24.51	24.62	27.12
Interest and rent paid as % of GFI	10%	8%	15%	14%	17%	12%
OTHER DATA						
Total farm assets (land, stock & plant)	4,350,464	3,110,780	6,224,842	5,894,336	13,564,751	10,830,513
Return on total farm assets	3.8%	12.3%	6.8%	7.0%	7.8%	10.9%
Increase (decrease) in term liabilities	(15,145)	(43,013)	287,613	498,377	41,373	51,727
Term debt as % of total farm assets	14%	16%	23%	21%	34%	37%
Min farm trading profit req. for viability	127,700	122,015	212,275	171,662	462,829	418,776



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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%