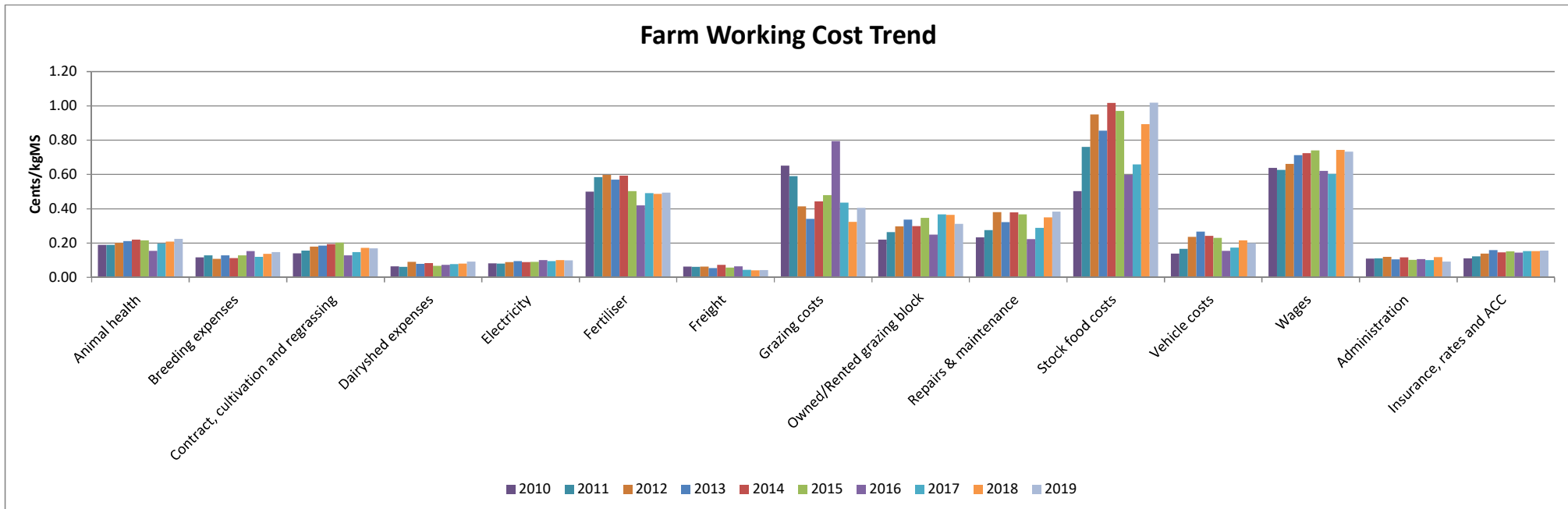
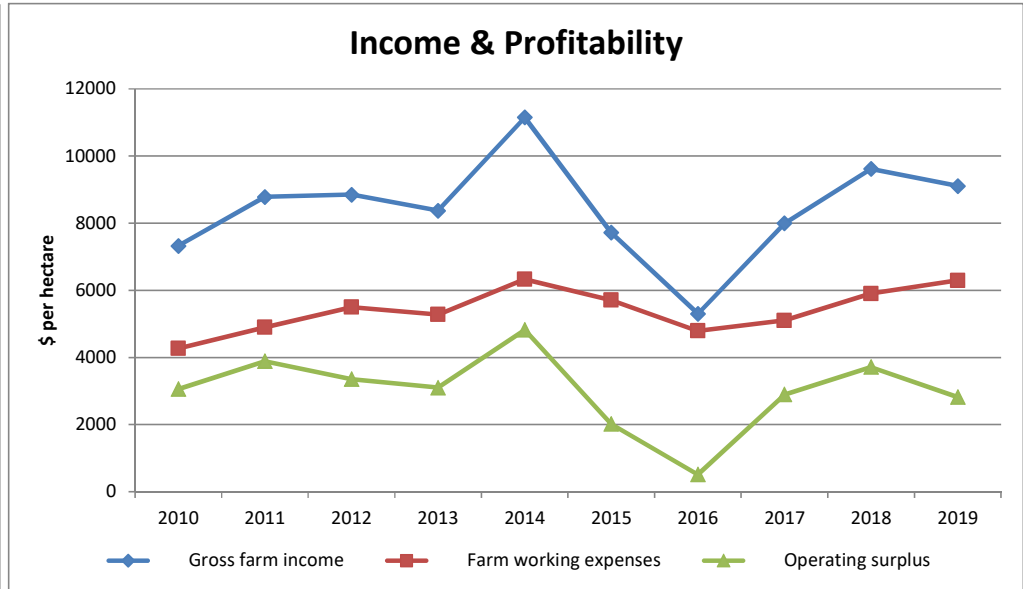
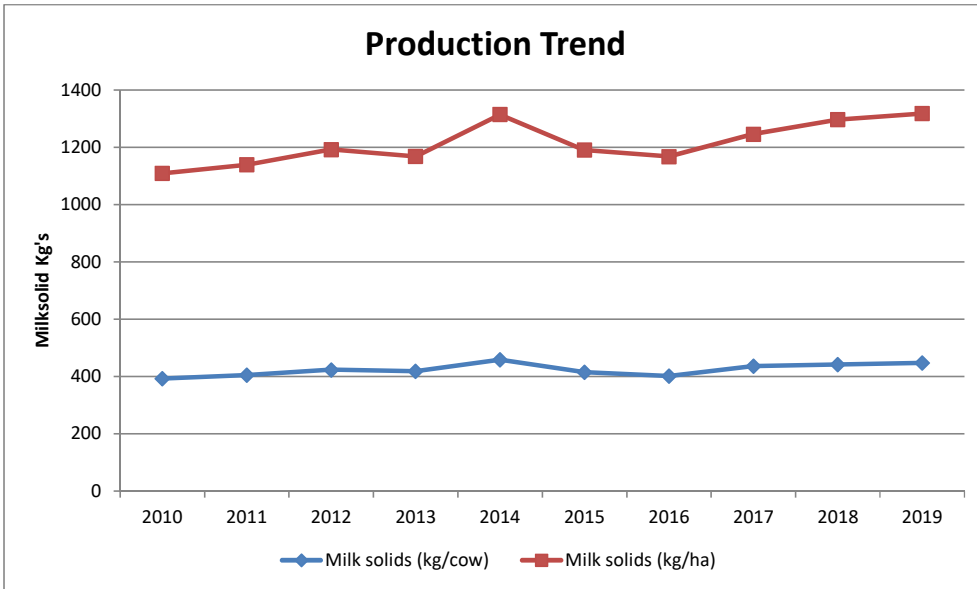


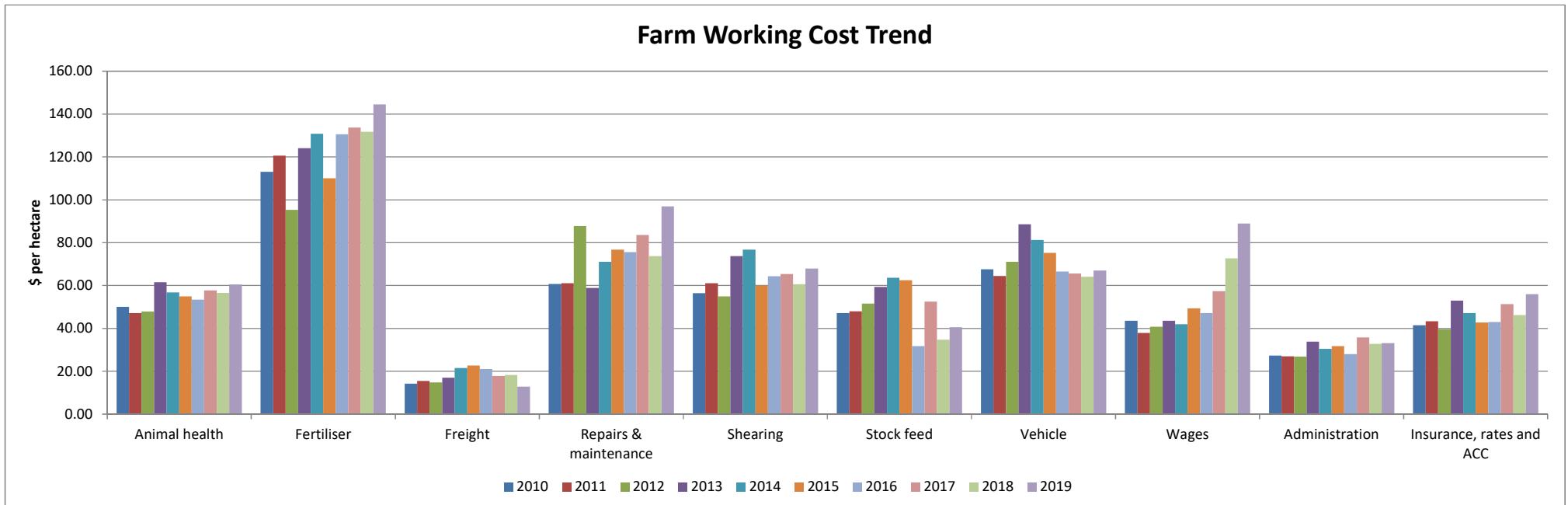
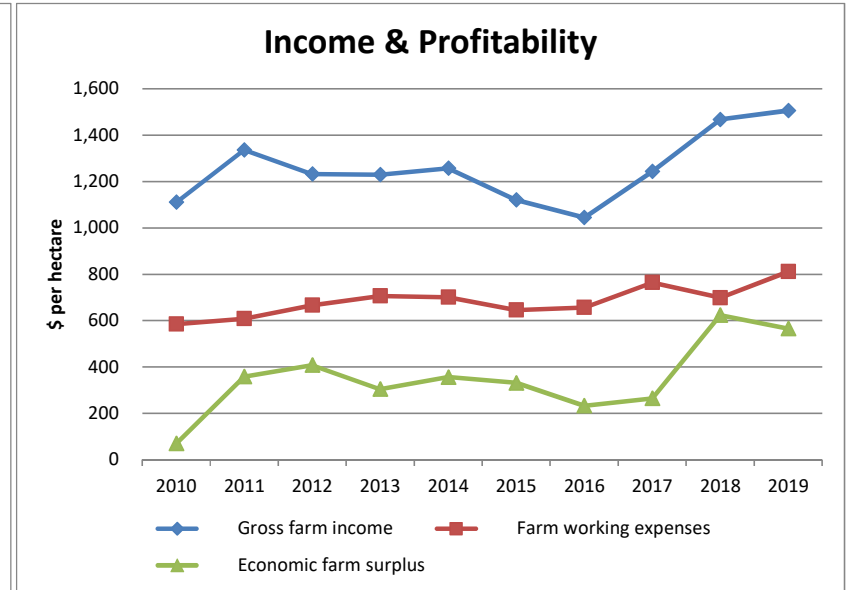
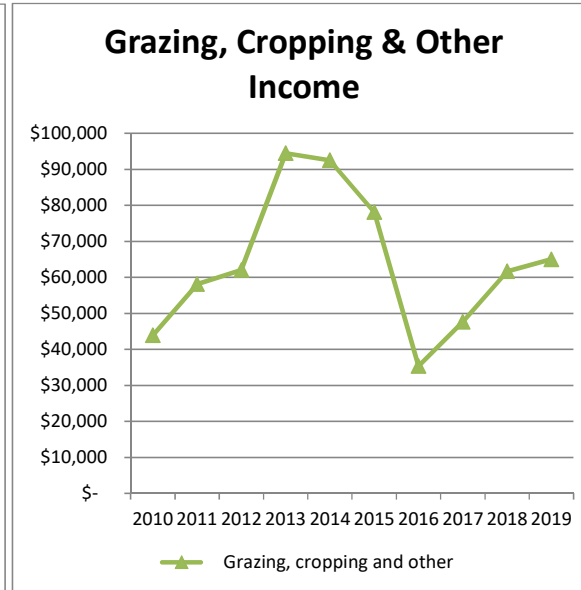
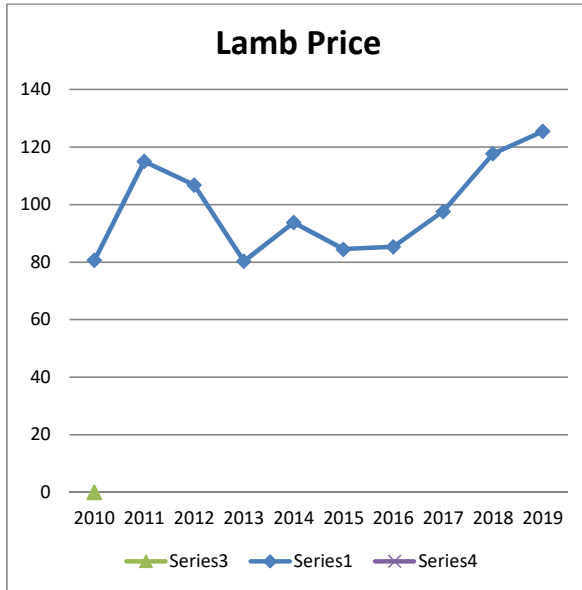
2019 Dairy Farm Statistics	Owners average	Owners top 20%	50/50 s/milkers average	50/50 s/milkers top 20%	LOSM & c/milkers average	Owners with 50/50 s/milkers	Owners with LOSM & c/milkers
PRODUCTION DATA							
Effective milking hectares	233	289	169	158	230	189	254
Runoff hectares	107	137	48	73	38	63	115
Cattle on hand at year end	940	1,273	653	738	100	78	953
Peak cows milked	687	904	500	521	677	554	727
Cows per milking hectare	2.95	3.13	2.96	3.29	2.95	2.93	2.86
Milk solids (kg)	307,369	442,049	231,332	280,156	304,657	270,283	331,477
Milk solids (kg/cow)	447	489	463	538	450	488	456
Milk solids (kg/ha)	1,318	1,532	1,368	1,770	1,327	1,431	1,303
Milk solids price (\$/kg)	6.39	6.39	3.14	3.36	1.34	3.28	6.37
Average calf price (\$)	73	109	62	65	25	0	77
Average cull cow price (\$)	719	722	675	730	1,744	121	761
Cattle account profit as % of GFI	6%	7%	13%	14%	4%	2%	7%
Milk income as % of GFI	93%	92%	83%	81%	92%	93%	89%
FINANCIAL ANALYSIS							
Per milking hectare							
Gross farm income	9,104	10,666	5,154	7,323	1,933	5,046	9,334
Farm working expenses	6,292	6,607	3,666	4,650	1,094	2,886	6,200
Operating surplus	2,812	4,059	1,489	2,673	839	2,160	3,134
Economic farm surplus	2,297	3,605	1,034	2,076	463	1,890	2,634
Per Cow							
Gross farm income	3,091	3,404	1,743	2,224	656	1,721	3,265
Farm working expenses	2,136	2,108	1,240	1,412	371	984	2,169
Operating surplus	955	1,295	503	812	285	737	1,096
Per Milk solids (kg)							
Gross farm income	6.91	6.96	3.77	4.14	1.46	3.53	7.16
Farm working expenses	4.77	4.31	2.68	2.63	.82	2.02	4.76
Operating surplus	2.13	2.65	1.09	1.51	.63	1.51	2.41
PROFITABILITY							
Milk sales income	1,964,745	2,823,850	727,318	941,159	409,110	886,736	2,110,259
Cattle trading [†]	121,317	210,927	116,472	157,658	16,476	17,863	165,876
Gross farm income	2,122,921	3,077,951	871,418	1,158,898	443,609	953,357	2,374,633
Farm working expenses	1,467,151	1,906,537	619,731	735,851	250,998	545,255	1,577,298
Interest	366,995	494,070	68,402	102,931	23,573	133,952	394,344
Net farm trading profit*	288,776	677,343	183,285	320,115	169,038	274,149	402,991
Personal expenses	116,192	150,413	55,359	77,121	70,141	81,304	108,693
Net plant purchases	85,340	109,987	54,109	56,187	23,197	14,479	69,701
EXPENSES (\$/kgms)							
Animal health	.23	.21	.23	.17	.01	.00	.21
Breeding expenses	.15	.11	.16	.16	.00	.00	.14
Contract, cultivation and regrassing	.17	.11	.13	.19	.00	.09	.11
Dairyshed expenses	.09	.12	.05	.05	.03	.04	.05
Electricity	.10	.08	.09	.08	.07	.00	.02
Fertiliser	.49	.52	.13	.12	.01	.31	.49
Freight	.04	.04	.03	.03	.00	.02	.04
Grazing costs	.41	.49	.42	.23	.02	.31	.54
Owned/Rented grazing block	.31	.23	.04	.10	.00	.25	.29
Repairs & maintenance	.38	.36	.09	.10	.02	.27	.34
Stock food costs	1.02	.95	.43	.54	.04	.42	.80
Vehicle costs	.20	.13	.18	.18	.09	.03	.12
Wages	.73	.61	.47	.46	.43	.02	1.20
Administration	.09	.07	.07	.06	.05	.07	.11
Insurance, rates and ACC	.16	.13	.05	.05	.04	.11	.14
Farm working expenses	4.77	4.31	2.68	2.63	.82	2.02	4.76
Farm working expenses as % of GFI	69%	62%	71%	63%	57%	57%	66%
Interest	1.15	1.00	.23	.32	.03	.68	1.21
Interest paid as % of GFI	17%	14%	6%	8%	2%	19%	17%
OTHER DATA							
Total farm assets (land, stock & plant)	11,719,693	15,264,810	1,189,065	1,582,364	238,982	9,591,238	13,281,691
Return on total farm assets	5.0%	7.1%	15.3%	25.8%	326.2%	4.1%	5.2%
Increase (decrease) in term liabilities	199,176	460,870	51,896	34,021	35,547	24,135	(206,934)
Term liabilities per kgms	21.92	21.45	3.10	4.74	.62	14.37	24.42
Min farm trading profit req. for viability	575,607	847,145	123,137	194,095	103,950	326,100	649,444

Dairy Owner Operator - 10 Year Trend

Date updated: 11/06/2020



2019 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)	209	151	445	299	1,339	795
Sheep on hand at year end	1,771	1,715	3,241	3,392	8,334	7,539
Cattle on hand at year end	42	17	114	18	394	244
Deer on hand at year end	92	0	252	311	58	8
Ave. stock units carried	1,950	1,682	3,853	3,523	9,948	7,985
Ave. stock units per ha	9.3	11.2	8.7	11.8	7.4	10.1
Lambing %	151%	158%	148%	148%	141%	146%
Ave. lamb price	129.44	133.55	125.44	126.71	117.66	119.26
Ave. ewe price	142.02	149.36	139.75	140.85	139.46	134.99
Total wool production (kg)	7,256	9,629	11,930	16,628	44,776	35,692
Wool production per sheep stock unit (kg)	4.8	5.7	4.8	5.2	5.6	5.2
Average wool price per kg	2.54	1.94	2.44	2.01	2.67	2.43
FINANCIAL ANALYSIS						
Per hectare						
Gross farm income	1,773	2,397	1,506	2,274	1,063	1,530
Farm working expenses	925	913	811	1,059	585	731
Operating surplus	848	1,484	696	1,215	477	799
Economic farm surplus	492	992	565	874	420	647
Per stock unit						
Sheep - Gross Profit	157.72	174.23	159.89	172.84	144.02	147.29
Cattle - Gross Profit	98.34	243.36	318.70	731.73	94.97	75.31
Deer - Gross Profit	45.03	0.00	55.51	82.02	36.47	22.92
Gross farm income	190.35	214.84	173.84	193.23	143.05	152.20
Farm working expenses	99.27	81.79	93.56	90.00	78.77	72.69
Operating surplus	91.07	133.05	80.28	103.23	64.28	79.51
PROFITABILITY						
Sheep trading ⁺	241,280	264,810	444,700	513,251	978,540	913,785
Wool sales	18,453	18,699	29,161	33,426	119,498	86,792
Cattle trading ⁺	34,918	42,442	83,422	31,144	209,196	130,978
Deer trading ⁺	35,076	0	47,560	67,300	16,138	1,031
Grazing, cropping and other	41,538	35,500	64,961	35,605	99,596	82,740
Gross farm income	371,265	361,450	669,803	680,725	1,422,968	1,215,326
Farm working expenses	193,632	137,610	360,489	317,062	783,579	580,410
Interest and rent	34,863	29,540	109,015	39,972	223,402	245,312
Net farm trading profit*	124,747	175,027	176,722	293,451	347,550	337,471
Personal expenses	76,000	76,147	75,656	87,735	125,441	103,597
Net plant purchases	15,803	20,361	27,230	47,284	87,582	62,532
EXPENSES (\$/su)						
Animal health	7.59	7.31	6.99	8.25	6.21	6.39
Fertiliser	17.57	15.39	16.67	15.80	15.92	9.94
Freight	1.94	1.15	1.48	1.61	.92	1.28
Repairs & maintenance	11.51	7.40	11.18	12.08	8.38	6.26
Shearing	7.42	7.55	7.84	10.52	8.52	9.72
Stock feed	11.42	9.13	4.68	.97	3.00	1.03
Vehicle	9.80	9.19	7.73	8.23	7.42	7.02
Wages	5.31	.57	10.27	8.99	8.13	6.98
Administration	5.01	3.90	3.83	4.23	2.66	2.62
Insurance, rates and ACC	7.99	6.91	6.47	6.94	4.37	4.86
Farm working expenses	99.27	81.79	93.56	90.00	78.77	72.69
Farm working expenses as % of GFI	52%	38%	54%	47%	55%	48%
Interest & rent	17.87	17.56	28.29	11.35	22.46	30.72
Interest and rent paid as % of GFI	9%	8%	16%	6%	16%	20%
OTHER DATA						
Total farm assets (land, stock & plant)	4,264,730	3,595,946	6,145,999	7,520,890	12,950,640	10,537,511
Return on total farm assets	3.8%	10.6%	5.9%	3.6%	5.8%	4.9%
Increase (decrease) in term liabilities	(36,271)	(38,869)	(43,925)	(109,756)	(82,988)	257,656
Term debt as % of total farm assets	13%	16%	19%	11%	31%	38%
Min farm trading profit req. for viability	141,773	156,286	183,394	177,857	425,256	410,887



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%