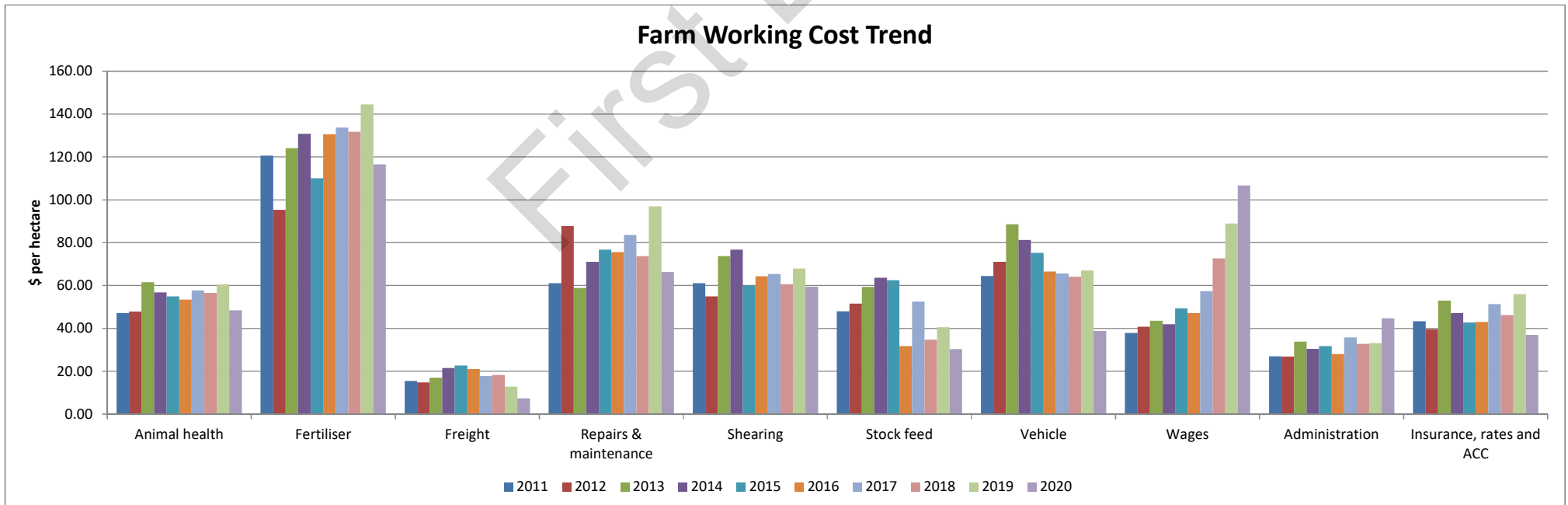
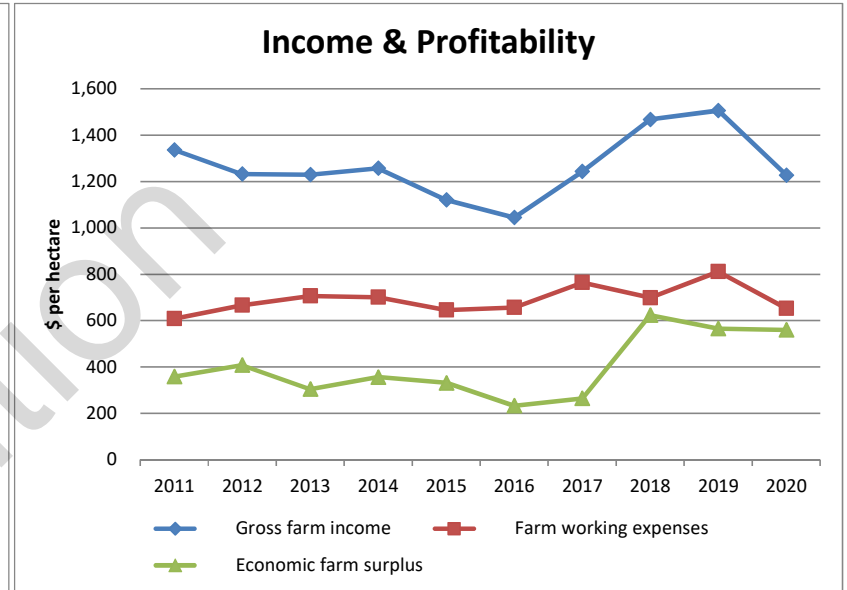
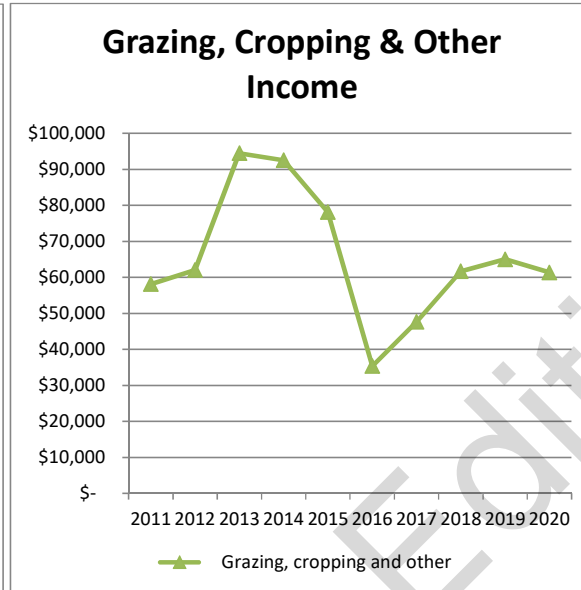
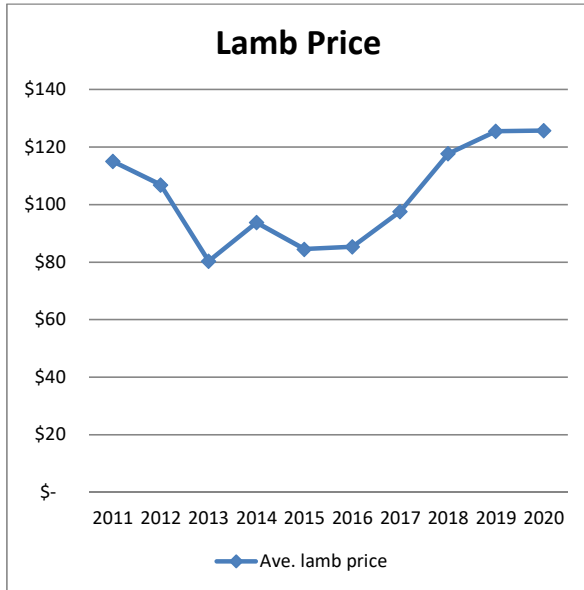


2020 Dairy Farm Statistics	Owners average	Owners top 20%	50/50 s/milkers average	50/50 s/milkers top 20%	LOSM & c/milkers average	Owners with 50/50 s/milkers	Owners with LOSM & c/milkers
PRODUCTION DATA							
Effective milking hectares	233	252	169	124	263	187	253
Runoff hectares	116	143	24	21	47	32	90
Cattle on hand at year end	968	1,226	676	583	100	99	1,032
Peak cows milked	688	865	507	403	727	535	739
Cows per milking hectare	2.95	3.43	2.99	3.25	2.77	2.86	2.92
Milk solids (kg)	331,509	427,393	247,815	229,145	338,275	270,494	332,221
Milk solids (kg/cow)	482	494	489	569	465	506	450
Milk solids (kg/ha)	1,421	1,693	1,463	1,848	1,288	1,446	1,313
Milk solids price (\$/kg)	7.21	7.30	3.46	3.57	1.31	3.61	7.02
Average calf price (\$)	80	68	57	36	62	27	64
Average cull cow price (\$)	777	781	695	763	472	206	699
Cattle account profit as % of GFI	6%	8%	11%	10%	5%	0%	6%
Milk income as % of GFI	93%	91%	88%	90%	91%	96%	91%
FINANCIAL ANALYSIS							
Per milking hectare							
Gross farm income	10,989	13,638	5,755	7,288	1,848	5,420	10,157
Farm working expenses	6,775	7,686	3,911	4,554	1,043	2,499	6,693
Operating surplus	4,215	5,952	1,844	2,734	804	2,921	3,464
Economic farm surplus	3,691	5,713	1,417	2,284	484	2,673	3,099
Per Cow							
Gross farm income	3,724	3,980	1,925	2,245	667	1,896	3,478
Farm working expenses	2,296	2,243	1,308	1,403	377	874	2,292
Operating surplus	1,428	1,737	617	842	290	1,022	1,186
Per Milk solids (kg)							
Gross farm income	7.73	8.05	3.93	3.94	1.43	3.75	7.74
Farm working expenses	4.77	4.54	2.67	2.46	.81	1.73	5.10
Operating surplus	2.97	3.52	1.26	1.48	.62	2.02	2.64
PROFITABILITY							
Milk sales income	2,388,995	3,119,321	858,459	816,942	441,514	975,511	2,332,387
Cattle trading [†]	157,856	280,310	110,592	85,954	26,482	(4,214)	144,103
Gross farm income	2,562,990	3,442,151	974,915	903,678	485,383	1,014,204	2,570,841
Farm working expenses	1,580,031	1,939,828	662,483	564,653	274,111	467,627	1,694,018
Interest	344,543	328,313	51,332	36,892	11,294	158,543	338,482
Net farm trading profit*	638,417	1,174,010	261,099	302,132	199,978	388,033	538,341
Personal expenses	103,868	111,298	39,475	20,125	66,347	84,307	103,082
Net plant purchases	113,333	100,560	39,752	19,216	31,573	7,679	64,172
EXPENSES (\$/kgms)							
Animal health	.22	.26	.25	.14	.01	.00	.22
Breeding expenses	.12	.12	.15	.13	.01	.00	.15
Contract, cultivation and regrassing	.18	.28	.05	.09	.01	.12	.14
Dairymshed expenses	.06	.05	.06	.04	.02	.04	.04
Electricity	.09	.08	.10	.09	.06	.00	.02
Fertiliser	.51	.51	.12	.07	.01	.26	.51
Freight	.03	.02	.02	.05	.00	.01	.04
Grazing costs	.48	.42	.51	.55	.01	.31	.69
Owned/Rented grazing block	.24	.18	.00	.00	.01	.12	.28
Repairs & maintenance	.35	.32	.08	.03	.02	.19	.36
Stock food costs	1.16	1.32	.53	.67	.03	.44	.93
Vehicle costs	.18	.12	.13	.11	.07	.03	.09
Wages	.71	.53	.47	.30	.46	.01	1.20
Administration	.09	.07	.06	.05	.04	.06	.11
Insurance, rates and ACC	.14	.11	.04	.05	.02	.11	.13
Farm working expenses	4.77	4.54	2.67	2.46	.81	1.73	5.10
Farm working expenses as % of GFI	62%	56%	68%	62%	56%	46%	66%
Interest	.97	.62	.11	.06	.02	.62	1.03
Interest paid as % of GFI	13%	8%	3%	2%	1%	16%	13%
OTHER DATA							
Total farm assets (land, stock & plant)	12,083,730	14,009,876	1,067,505	901,005	2,254,732	9,019,483	13,183,931
Return on total farm assets	7.7%	11.2%	22.0%	31.3%	352.5%	5.6%	6.5%
Increase (decrease) in term liabilities	22,231	484,222	(89,945)	(117,500)	(26,280)	(121,718)	(49,353)
Term liabilities per kgms	19.08	9.94	1.63	.91	.15	15.01	25.04
Min farm trading profit req. for viability	556,548	523,223	79,285	39,328	91,222	346,522	665,661

2020 Sheep, Beef & Deer Farm Statistics	Average < 3000 su	Average 3000 su > 5000 su	Average > 5000 su
PRODUCTION DATA			
Effective Area (ha)	230	517	1,487
Sheep on hand at year end	1,952	3,247	8,905
Cattle on hand at year end	57	99	399
Deer on hand at year end	193	230	137
Ave. stock units carried	2,192	3,858	11,447
Ave. stock units per ha	9.5	7.5	7.7
Lambing %	147%	143%	140%
Ave. lamb price	129.29	125.67	127.54
Ave. ewe price	154.73	139.20	144.17
Total wool production (kg)	7,105	12,598	36,695
Wool production per sheep stock unit (kg)	5.1	5.2	4.6
Average wool price per kg	2.00	1.72	1.64
FINANCIAL ANALYSIS			
Per hectare			
Gross farm income	1,818	1,227	1,052
Farm working expenses	1,021	653	627
Operating surplus	797	574	426
Economic farm surplus	439	559	420
Per stock unit			
Sheep - Gross Profit	193.86	157.02	146.75
Cattle - Gross Profit	62.96	89.48	89.06
Deer - Gross Profit	67.83	27.17	19.44
Gross farm income	191.05	164.31	136.71
Farm working expenses	107.28	87.39	81.40
Operating surplus	83.77	76.92	55.31
PROFITABILITY			
Sheep trading ⁺	275,866	477,794	1,154,883
Wool sales	14,179	21,688	60,133
Cattle trading ⁺	39,529	49,141	215,134
Deer trading ⁺	40,963	23,910	15,060
Grazing, cropping and other	48,310	61,328	119,788
Gross farm income	418,846	633,861	1,564,998
Farm working expenses	235,185	337,128	931,868
Interest and rent	22,445	98,823	199,194
Net farm trading profit*	138,903	175,071	348,573
Personal expenses	70,040	91,304	163,290
Net plant purchases	33,649	30,853	78,124
EXPENSES (\$/su)			
Animal health	8.32	6.49	6.93
Fertiliser	16.02	15.61	18.09
Freight	2.22	.99	1.08
Repairs & maintenance	12.15	8.89	7.69
Shearing	7.10	7.96	9.04
Stock feed	13.22	4.07	1.26
Vehicle	10.79	5.20	6.63
Wages	8.48	14.29	10.31
Administration	5.22	5.99	2.77
Insurance, rates and ACC	8.05	4.94	4.46
Farm working expenses	107.28	87.39	81.40
Farm working expenses as % of GFI	56%	53%	60%
Interest & rent	10.24	25.62	17.40
Interest and rent paid as % of GFI	5%	16%	13%
OTHER DATA			
Total farm assets (land, stock & plant)	4,681,584	5,649,037	16,335,092
Return on total farm assets	2.0%	10.4%	3.6%
Increase (decrease) in term liabilities	2,182	(135,189)	14,153
Term debt as % of total farm assets	9%	29%	31%
Min farm trading profit req. for viability	121,951	186,112	490,389



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%