

		OVERALL FARM BUSINESS ASSESSMENT				
		Poor or Very Risky	Lower Quartile or High Risk	Median Quartile or Average Risk	Upper Quartile or Low Risk	Excellent or Very Low Risk
Key Performance Indicators (KPIs)	<b>Ratio</b>	<b>Definition</b>				
	<b>PROFIT</b>	Return on Capital & Operating Profit per Ha				
	<b>RISK</b>	Operating Profit Margin & Cost of Production				
	<b>SOLVENCY</b>	Equity Percentage				
Key Profit Drivers (KPDs)	<b>MILK PRODUCTION</b>	Milk Production per Hectare				
		- Stocking Rate (Cows/ha)				
		- Milk Production per Cow				
	<b>PASTURE HARVESTED</b>	tDM per Hectare				
	<b>FEED COSTS</b>	Forage Cost/tDM				
		Concentrate Cost/tDM				
	<b>LABOUR EFFICIENCY</b>	Cows per Staff Equivalent				
		Management & Staff Costs per Cow				
	<b>CORE per COW COST</b>	Per Cow Expenses excl. Supplements, Irr'n & N				
	<b>CORE per Hectare COST per tDM</b>	Per Ha Exp. divided by tDM Pasture Harvested				

**Core per Cow Cost** = (Animal Health + Breeding + Dairy Shed Expenses + Electricity + Grazing/Agistment + Freight + Other Expenses + 50% Repairs & Maintenance + 30% Standing Charges + 70% Vehicle Expenses + 50% Depreciation) / Peak Milking Cow Numbers

**Core per Hectare Cost per tDM Pasture Harvested** = (Administration + Cropping (green feed) + Phosphate & All Other Fertiliser + Pasture Maintenance & Renovation + 50% R&M + 70% Standing Charges + 30% Vehicle Expenses + Weed & Pest + 50% Depreciation) / Effective Milking Hectares / tDM Pasture Harvested per Hectare