

Summary Farm Performance - Dairy
New Zealand Dairy 2015 Benchmarks
NZ Dairy 2015 Owner All Districts



	2014/15 NZ Average	2016/17 NZ Average	2014/15 NZ Top 10%	2016/17 NZ Top 10%
PHYSICAL PARAMETERS				
Peak Milking Cow Numbers	526	514	556	542
Total Effective Dairy Hectares	169.5	170.3	159.3	160.5
Effective Milking Hectares	166.9	167.7	156.0	157.2
Cows per Milking Hectare	3.15	3.07	3.56	3.45
Milksolids per Cow	410	404	467	456
Milksolids per Milking Hectare	1,291	1,238	1,666	1,574
Milksolids Price (\$/kgMS)	\$ 4.40	\$ 6.12	\$ 4.40	\$ 6.12
Pasture Dry Matter Harvested (tDM/Ha)	12.3	12.4	14.6	14.7
KEY PERFORMANCE INDICATORS				
Operating Profit per Hectare	\$ 297	\$ 3,141	\$ 1,880	\$ 5,307
Operating Profit per Cow	\$ 94	\$ 1,024	\$ 528	\$ 1,539
Total Assets per Ha at Start of Year (Avg Values)	\$ 64,721	\$ 59,890	\$ 64,498	\$ 59,550
EQUITY % at Average Values	62.5 %	58.3 %	63.3 %	59.2 %
RETURN ON CAPITAL (ROC) at Average Values	1.2 %	5.9 %	3.4 %	9.3 %
Return on Assets (ROA) at Average Values	1.1 %	6.0 %	3.3 %	9.3 %
ROA including Capital Gain at Average Values	-6.6 %	3.9 %	-4.7 %	7.9 %
RETURN ON EQUITY (ROE) at Average Values	-2.5 %	5.3 %	0.8 %	11.1 %
ROE including Capital Gain at Average Values	-14.1 %	1.8 %	-11.1 %	8.6 %
OPERATING PROFIT MARGIN	4.5 %	36.1 %	22.0 %	48.1 %
Cost of Production per kg Milksolids	\$ 4.37	\$ 3.92	\$ 3.47	\$ 3.09
Financing Costs per kg Milksolids	\$ 1.41	\$ 1.42	\$ 1.14	\$ 1.10
Cost of Prod'n + Financing Cost per kgMS	\$ 5.39	\$ 4.96	\$ 4.39	\$ 3.97
Total Operating Expenses per kg Milksolid	\$ 4.91	\$ 4.49	\$ 4.00	\$ 3.64
Total Operating Expenses as % Gross Revenue	75.3 %	50.2 %	63.7 %	42.2 %
Financing Costs as % Gross Revenue	27.3 %	20.2 %	22.3 %	15.7 %
Core per Cow Cost	\$ 693	\$ 637	\$ 600	\$ 547
Core per Hectare Cost per tDM Pasture Harvest	\$ 98	\$ 89	\$ 83	\$ 75
Management + Staff Costs per Cow	\$ 426	\$ 407	\$ 362	\$ 344
Management + Staff Costs per kg Milksolid	\$ 1.04	\$ 1.01	\$ 0.77	\$ 0.75
Cows per Full Time Staff Equivalent	149	151	181	183
Total Feed/Supplement Costs per Cow	\$ 706	\$ 593	\$ 694	\$ 567
Total Feed/Supplement Costs per kg Milksolid	\$ 1.72	\$ 1.47	\$ 1.48	\$ 1.24
Pasture as % of Total Consumed	74.6 %	78.1 %	72.0 %	75.8 %
Average Cost of All Consumed Feed (/tDM)	\$ 329	\$ 302	\$ 290	\$ 265
Pasture Cost (Per tDM)	\$ 302	\$ 279	\$ 256	\$ 238
Forage Cost (/tDM Consumed incl.wastage)	\$ 418	\$ 396	\$ 381	\$ 359
Concentrate Cost (/tDM Consumed incl.wastage)	\$ 398	\$ 360	\$ 368	\$ 330



Physical Summary - Dairy
New Zealand Dairy 2015 Benchmarks
NZ Dairy 2015 Owner All Districts



	2014/15 NZ Average	2016/17 NZ Average	2014/15 NZ Top 10%	2016/17 NZ Top 10%
PHYSICAL PARAMETERS				
Peak Milking Cow Numbers	526	514	556	542
Effective Milking Hectares	166.9	167.7	156.0	157.2
Cows per Milking Hectare	3.15	3.07	3.56	3.45
Cow Liveweight per Milking Hectare	1,522	1,481	1,729	1,672
Milksolids Price (\$/kgMS)	\$ 4.40	\$ 6.12	\$ 4.40	\$ 6.12
Milksolids per Cow	410	404	467	456
Milksolids as Percent of Cow Liveweight	84.8 %	83.6 %	96.4 %	94.1 %
Milksolids per Milking Hectare	1,291	1,238	1,666	1,574
Milkfat Percentage	4.99 %	4.98 %	4.92 %	4.93 %
Protein Percentage	3.76 %	3.75 %	3.76 %	3.77 %
Protein as a Percentage of Milkfat	75.4 %	75.3 %	76.4 %	76.5 %
PASTURE & SUPPLEMENTS				
Pasture Dry Matter Harvested (tDM/Ha)	12.3	12.4	14.6	14.7
Estimated Dryland Pasture Harvest (tDM/Ha)	12.2	12.4	14.6	14.6
Estimated Irrigated Pasture Harvest (tDM/Ha)	12.8	13.0	15.3	15.4
Nitrogen Applied per Hectare	160.2	149.6	206.6	195.4
Grazed Pasture (tDM/Ha)	12.0	12.1	14.2	14.3
Conserved Pasture (tDM/Ha)	0.2	0.2	0.4	0.4
Total Grazed & Conserved Pasture (tDM/Ha)	12.3	12.4	14.6	14.7
Pasture as % of Total Consumed	74.6 %	78.1 %	72.0 %	75.8 %
Supplement as % of Total Consumed	25.4 %	21.9 %	28.0 %	24.2 %
- Forage as % of Total Consumed	14.6 %	13.2 %	16.7 %	15.3 %
- Concentrate as % of Total Consumed	10.8 %	8.7 %	11.3 %	8.9 %
Pasture Consumed Per Cow (estimated tDM)	3.73	3.87	3.90	4.05
Forage Consumed Per Cow (estimated tDM)	0.85	0.76	1.05	0.95
- Homegrown Forage Consumed (est tDM/cow)	0.27	0.27	0.47	0.47
- Imported Forage Consumed (est tDM/cow)	0.57	0.48	0.59	0.47
Concentrate Consumed Per Cow (estimated tAF)	0.53	0.42	0.60	0.46
Total Consumed Per Cow (estimated tDM)	5.06	5.02	5.51	5.43
Feed Conversion Efficiency (kgsDM/kgMS)	11.97	12.04	11.37	11.47
Total Feed/Supplement Costs per kg Milksolid	\$ 1.72	\$ 1.47	\$ 1.48	\$ 1.24
Average Cost of All Consumed Feed (/tDM)	\$ 329	\$ 302	\$ 290	\$ 265
Pasture Cost (Per tDM)	\$ 302	\$ 279	\$ 256	\$ 238
- Direct Pasture Cost (Per tDM)	\$ 56	\$ 50	\$ 52	\$ 48
- Variable Pasture Cost (Per tDM)	\$ 48	\$ 50	\$ 37	\$ 39
- Capital Pasture Cost (Per tDM)	\$ 198	\$ 179	\$ 166	\$ 151
Average Cost of All Supplements (/tDM Consumed)	\$ 410	\$ 382	\$ 376	\$ 349
Forage Cost (/tDM Consumed incl.wastage)	\$ 418	\$ 396	\$ 381	\$ 359
- Purchased Forage Cost (Per tDM)	\$ 285	\$ 271	\$ 268	\$ 253
- Homegrown Forage Cost (Per tDM)	\$ 266	\$ 251	\$ 243	\$ 228
- Imported Forage Cost (Per tDM)	\$ 294	\$ 283	\$ 288	\$ 277
- Variable Forage Cost (Per tDM)	\$ 45	\$ 44	\$ 35	\$ 35
- Capital Forage Cost (Per tDM)	\$ 33	\$ 32	\$ 26	\$ 24
Home Produced Forage as Percent of Total	32.1 %	36.2 %	44.3 %	49.9 %
Concentrate Cost (/tDM Consumed incl.wastage)	\$ 398	\$ 360	\$ 368	\$ 330
- Purchased Concentrate Cost (Per tDM)	\$ 360	\$ 324	\$ 336	\$ 299
- Variable Concentrate Cost (Per tDM)	\$ 11	\$ 11	\$ 9	\$ 9
- Capital Concentrate Cost (Per tDM)	\$ 8	\$ 8	\$ 7	\$ 7
Pasture Cost (Cents Per MJ ME)	2.74	2.54	2.33	2.17
Forage Cost (Cents Per MJ ME Consumed)	4.03	3.83	3.71	3.51
Concentrate Cost (Cents Per MJ ME Consumed)	3.32	3.00	3.07	2.75



Operating Profit - Dairy
New Zealand Dairy 2015 Benchmarks
NZ Dairy 2015 Owner All Districts



	2014/15 NZ Average	2016/17 NZ Average	2014/15 NZ Top 10%	2016/17 NZ Top 10%
REVENUE				
Manufacturing Milk Sales	\$ 948,167	\$ 1,270,674	\$ 1,143,609	\$ 1,513,779
Quota/Contract/Dividends for Milk	\$ 42,255	\$ 70,593	\$ 51,680	\$ 84,098
Livestock Sales	\$ 104,333	\$ 111,269	\$ 116,005	\$ 122,815
- Less Livestock Purchases	(\$ 25,254)	(\$ 24,693)	(\$ 16,746)	(\$ 16,321)
Other Revenue	\$ 17,016	\$ 12,298	\$ 13,374	\$ 8,434
Total Operating Revenue	\$ 1,086,517	\$ 1,440,141	\$ 1,307,922	\$ 1,712,805
EXPENSES				
Administration (incl. professional fees)	\$ 20,086	\$ 17,887	\$ 18,285	\$ 16,240
Animal Health	\$ 54,769	\$ 45,992	\$ 53,752	\$ 44,436
Breeding & Herd Testing	\$ 29,664	\$ 24,413	\$ 30,789	\$ 25,169
Dairy Shed Expenses	\$ 12,092	\$ 9,849	\$ 11,909	\$ 9,537
Electricity	\$ 19,615	\$ 18,762	\$ 20,231	\$ 19,294
Feeds / Supplements (Total)	\$ 285,128	\$ 227,119	\$ 321,329	\$ 249,632
- Grazing / Support Area	\$ 50,003	\$ 43,102	\$ 49,179	\$ 41,786
- Cropping (green feed)	\$ 6,374	\$ 5,863	\$ 6,043	\$ 5,517
- Grains, Pellets & Concentrates	\$ 105,432	\$ 74,980	\$ 117,233	\$ 79,273
- Forages (incl. hay, silages, byproducts)	\$ 123,319	\$ 103,175	\$ 148,874	\$ 123,057
Fertiliser (Total)	\$ 89,138	\$ 81,004	\$ 96,701	\$ 89,199
- Nitrogen	\$ 36,097	\$ 33,125	\$ 41,976	\$ 39,205
- Phosphate & All Other Fertiliser	\$ 53,041	\$ 47,879	\$ 54,725	\$ 49,994
Freight	\$ 7,428	\$ 6,750	\$ 6,814	\$ 6,099
Irrigation	\$ 7,946	\$ 7,454	\$ 10,724	\$ 10,297
Pasture Maintenance & Renovation	\$ 16,573	\$ 15,555	\$ 13,778	\$ 12,828
Rates, Licenses, Levies & Insurance	\$ 39,626	\$ 38,574	\$ 40,046	\$ 39,077
Repairs & Maintenance	\$ 56,349	\$ 61,009	\$ 52,557	\$ 57,531
Vehicle Expenses (including fuel & oil)	\$ 40,343	\$ 35,207	\$ 40,117	\$ 34,723
Wages, Salaries & Employment Exp.	\$ 155,951	\$ 142,338	\$ 130,981	\$ 118,051
Total Operating Expenses	\$ 834,709	\$ 731,913	\$ 848,012	\$ 732,112
OPERATING SURPLUS	\$ 251,808	\$ 708,228	\$ 459,910	\$ 980,693
ADJUSTMENTS				
+ Change in Livestock Numbers	\$ 21,956	\$ 18,274	\$ 23,700	\$ 20,417
+ Change in Feeds/Supplements on Hand	(\$ 5,641)	(\$ 551)	(\$ 5,224)	(\$ 785)
- Imputed Labour & Management	\$ 68,949	\$ 67,446	\$ 70,687	\$ 68,939
- Depreciation	\$ 92,202	\$ 78,169	\$ 80,216	\$ 65,538
+ Other Revenue Adjustments	\$ 48	\$ 48	\$ 22	\$ 22
- Other Expenses Adjustments	\$ 57,515	\$ 53,818	\$ 34,204	\$ 31,807
Total Adjustments	(\$ 202,303)	(\$ 181,664)	(\$ 166,611)	(\$ 146,630)
OPERATING PROFIT (LOSS)	\$ 49,505	\$ 526,565	\$ 293,299	\$ 834,063



Operating Profit Per Cow - Dairy
New Zealand Dairy 2015 Benchmarks
NZ Dairy 2015 Owner All Districts



	2014/15 NZ Average	2016/17 NZ Average	2014/15 NZ Top 10%	2016/17 NZ Top 10%
REVENUE				
Manufacturing Milk Sales	\$ 1,803	\$ 2,472	\$ 2,057	\$ 2,793
Quota/Contract/Dividends for Milk	\$ 80	\$ 137	\$ 93	\$ 155
Livestock Revenue	\$ 192	\$ 204	\$ 221	\$ 234
Other Revenue	\$ 32	\$ 24	\$ 24	\$ 16
Gross Revenue	\$ 2,107	\$ 2,837	\$ 2,395	\$ 3,198
EXPENSES				
Administration (incl. professional fees)	\$ 38	\$ 35	\$ 33	\$ 30
Animal Health	\$ 104	\$ 89	\$ 97	\$ 82
Breeding & Herd Testing	\$ 56	\$ 48	\$ 55	\$ 46
Dairy Shed Expenses	\$ 25	\$ 21	\$ 24	\$ 20
Electricity	\$ 40	\$ 39	\$ 37	\$ 36
Feeds / Supplements (Total)	\$ 706	\$ 593	\$ 694	\$ 567
- Grazing / Support Area	\$ 248	\$ 234	\$ 195	\$ 182
- Cropping (green feed)	\$ 12	\$ 11	\$ 11	\$ 10
- Grains, Pellets & Concentrates	\$ 201	\$ 146	\$ 212	\$ 147
- Forages (incl. hay, silages, byproducts)	\$ 244	\$ 202	\$ 276	\$ 228
Fertiliser (Total)	\$ 149	\$ 136	\$ 151	\$ 142
- Nitrogen	\$ 64	\$ 59	\$ 68	\$ 65
- Phosphate & All Other Fertiliser	\$ 85	\$ 77	\$ 83	\$ 76
Freight	\$ 14	\$ 13	\$ 12	\$ 11
Irrigation	\$ 14	\$ 14	\$ 17	\$ 17
Pasture Maintenance & Renovation	\$ 31	\$ 30	\$ 25	\$ 24
Rates, Licenses, Levies & Insurance	\$ 76	\$ 75	\$ 72	\$ 72
Repairs & Maintenance	\$ 82	\$ 93	\$ 71	\$ 82
Vehicle Expenses (including fuel & oil)	\$ 78	\$ 70	\$ 74	\$ 66
Management & Staff Expenses	\$ 426	\$ 407	\$ 362	\$ 344
- Wages, Salaries & Employment Exp.	\$ 295	\$ 275	\$ 235	\$ 217
- Imputed Labour & Management	\$ 131	\$ 131	\$ 127	\$ 127
Depreciation	\$ 175	\$ 152	\$ 144	\$ 121
Gross Expenses	\$ 2,013	\$ 1,813	\$ 1,868	\$ 1,659
Gross Exp excl. Imputed Labour/Mgmt & Dep'n	\$ 1,707	\$ 1,530	\$ 1,596	\$ 1,411
Core per Cow Cost	\$ 693	\$ 637	\$ 600	\$ 547
OPERATING PROFIT (LOSS)	\$ 94	\$ 1,024	\$ 528	\$ 1,539



Operating Profit Per Hectare - Dairy
New Zealand Dairy 2015 Benchmarks
NZ Dairy 2015 Owner All Districts



	2014/15 NZ Average	2016/17 NZ Average	2014/15 NZ Top 10%	2016/17 NZ Top 10%
REVENUE				
Manufacturing Milk Sales	\$ 5,682	\$ 7,579	\$ 7,331	\$ 9,631
Quota/Contract/Dividends for Milk	\$ 253	\$ 421	\$ 331	\$ 535
Livestock Revenue	\$ 605	\$ 625	\$ 788	\$ 807
Other Revenue	\$ 102	\$ 74	\$ 86	\$ 54
Gross Revenue	\$ 6,643	\$ 8,699	\$ 8,537	\$ 11,027
EXPENSES				
Administration (incl. professional fees)	\$ 120	\$ 106	\$ 116	\$ 103
Animal Health	\$ 327	\$ 273	\$ 344	\$ 282
Breeding & Herd Testing	\$ 178	\$ 146	\$ 198	\$ 160
Dairy Shed Expenses	\$ 77	\$ 64	\$ 85	\$ 69
Electricity	\$ 125	\$ 119	\$ 131	\$ 124
Feeds / Supplements (Total)	\$ 2,226	\$ 1,817	\$ 2,474	\$ 1,955
- Grazing / Support Area	\$ 783	\$ 716	\$ 696	\$ 628
- Cropping (green feed)	\$ 38	\$ 35	\$ 38	\$ 35
- Grains, Pellets & Concentrates	\$ 635	\$ 447	\$ 754	\$ 505
- Forages (incl. hay, silages, byproducts)	\$ 770	\$ 619	\$ 985	\$ 787
Fertiliser (Total)	\$ 468	\$ 417	\$ 540	\$ 488
- Nitrogen	\$ 200	\$ 182	\$ 244	\$ 225
- Phosphate & All Other Fertiliser	\$ 268	\$ 236	\$ 296	\$ 263
Freight	\$ 44	\$ 40	\$ 43	\$ 39
Irrigation	\$ 45	\$ 42	\$ 62	\$ 59
Pasture Maintenance & Renovation	\$ 99	\$ 93	\$ 88	\$ 81
Rates, Licenses, Levies & Insurance	\$ 238	\$ 231	\$ 257	\$ 249
Repairs & Maintenance	\$ 258	\$ 284	\$ 252	\$ 282
Vehicle Expenses (including fuel & oil)	\$ 246	\$ 214	\$ 263	\$ 227
Management & Staff Expenses	\$ 1,343	\$ 1,246	\$ 1,289	\$ 1,186
- Wages, Salaries & Employment Exp.	\$ 929	\$ 844	\$ 836	\$ 747
- Imputed Labour & Management	\$ 413	\$ 402	\$ 453	\$ 439
Depreciation	\$ 553	\$ 466	\$ 514	\$ 417
Gross Expenses	\$ 6,346	\$ 5,558	\$ 6,657	\$ 5,721
Gross Exp excl. Imputed Labour/Mgmt & Dep'n	\$ 5,380	\$ 4,690	\$ 5,689	\$ 4,865
Core per Hectare Cost	\$ 1,206	\$ 1,106	\$ 1,213	\$ 1,106
OPERATING PROFIT (LOSS)	\$ 297	\$ 3,141	\$ 1,880	\$ 5,307



Operating Profit Per MilkSolids
New Zealand Dairy 2015 Benchmarks
NZ Dairy 2015 Owner All Districts



	2014/15 NZ Average	2016/17 NZ Average	2014/15 NZ Top 10%	2016/17 NZ Top 10%
REVENUE				
Manufacturing Milk Sales	\$ 4.40	\$ 6.12	\$ 4.40	\$ 6.12
Quota/Contract/Dividends for Milk	\$ 0.20	\$ 0.34	\$ 0.20	\$ 0.34
Livestock Revenue	\$ 0.47	\$ 0.50	\$ 0.47	\$ 0.51
Other Revenue	\$ 0.08	\$ 0.06	\$ 0.05	\$ 0.03
Gross Revenue	\$ 5.14	\$ 7.02	\$ 5.12	\$ 7.01
EXPENSES				
Administration (incl. professional fees)	\$ 0.09	\$ 0.09	\$ 0.07	\$ 0.07
Animal Health	\$ 0.25	\$ 0.22	\$ 0.21	\$ 0.18
Breeding & Herd Testing	\$ 0.14	\$ 0.12	\$ 0.12	\$ 0.10
Dairy Shed Expenses	\$ 0.06	\$ 0.05	\$ 0.05	\$ 0.04
Electricity	\$ 0.10	\$ 0.10	\$ 0.08	\$ 0.08
Feeds / Supplements (Total)	\$ 1.72	\$ 1.47	\$ 1.48	\$ 1.24
- Grazing / Support Area	\$ 0.61	\$ 0.58	\$ 0.42	\$ 0.40
- Cropping (green feed)	\$ 0.03	\$ 0.03	\$ 0.02	\$ 0.02
- Grains, Pellets & Concentrates	\$ 0.49	\$ 0.36	\$ 0.45	\$ 0.32
- Forages (incl. hay, silages, byproducts)	\$ 0.60	\$ 0.50	\$ 0.59	\$ 0.50
Fertiliser (Total)	\$ 0.36	\$ 0.34	\$ 0.32	\$ 0.31
- Nitrogen	\$ 0.16	\$ 0.15	\$ 0.15	\$ 0.14
- Phosphate & All Other Fertiliser	\$ 0.21	\$ 0.19	\$ 0.18	\$ 0.17
Freight	\$ 0.03	\$ 0.03	\$ 0.03	\$ 0.02
Irrigation	\$ 0.03	\$ 0.03	\$ 0.04	\$ 0.04
Pasture Maintenance & Renovation	\$ 0.08	\$ 0.07	\$ 0.05	\$ 0.05
Rates, Licenses, Levies & Insurance	\$ 0.18	\$ 0.19	\$ 0.15	\$ 0.16
Repairs & Maintenance	\$ 0.20	\$ 0.23	\$ 0.15	\$ 0.18
Vehicle Expenses (including fuel & oil)	\$ 0.19	\$ 0.17	\$ 0.16	\$ 0.14
Management & Staff Expenses	\$ 1.04	\$ 1.01	\$ 0.77	\$ 0.75
- Wages, Salaries & Employment Exp.	\$ 0.72	\$ 0.68	\$ 0.50	\$ 0.47
- Imputed Labour & Management	\$ 0.32	\$ 0.32	\$ 0.27	\$ 0.28
Depreciation	\$ 0.43	\$ 0.38	\$ 0.31	\$ 0.26
Gross Expenses	\$ 4.91	\$ 4.49	\$ 4.00	\$ 3.64
Gross Exp excl. Imputed Labour/Mgmt & Dep'n	\$ 4.17	\$ 3.79	\$ 3.41	\$ 3.09
Core Cost Structure per kg MilkSolid	\$ 3.64	\$ 3.45	\$ 2.77	\$ 2.63
OPERATING PROFIT (LOSS)	\$ 0.23	\$ 2.54	\$ 1.13	\$ 3.37



Operating Profit Per Litre
New Zealand Dairy 2015 Benchmarks
NZ Dairy 2015 Owner All Districts



	2014/15 NZ Average	2016/17 NZ Average	2014/15 NZ Top 10%	2016/17 NZ Top 10%
REVENUE				
Manufacturing Milk Sales	38.50	53.43	38.22	53.25
Quota/Contract/Dividends for Milk	1.72	2.97	1.73	2.96
Livestock Revenue	4.10	4.41	4.11	4.46
Other Revenue	0.69	0.52	0.45	0.30
Gross Revenue	45.01	61.33	44.50	60.97
EXPENSES				
Administration (incl. professional fees)	0.81	0.75	0.61	0.57
Animal Health	2.22	1.93	1.79	1.56
Breeding & Herd Testing	1.21	1.03	1.03	0.89
Dairy Shed Expenses	0.52	0.45	0.44	0.38
Electricity	0.85	0.84	0.68	0.68
Feeds / Supplements (Total)	15.08	12.81	12.89	10.81
- Grazing / Support Area	5.31	5.05	3.63	3.47
- Cropping (green feed)	0.26	0.24	0.20	0.19
- Grains, Pellets & Concentrates	4.30	3.15	3.93	2.79
- Forages (incl. hay, silages, byproducts)	5.21	4.36	5.13	4.35
Fertiliser (Total)	3.17	2.94	2.81	2.70
- Nitrogen	1.36	1.28	1.27	1.24
- Phosphate & All Other Fertiliser	1.82	1.66	1.54	1.46
Freight	0.30	0.28	0.23	0.21
Irrigation	0.30	0.29	0.33	0.33
Pasture Maintenance & Renovation	0.67	0.65	0.46	0.45
Rates, Licenses, Levies & Insurance	1.61	1.63	1.34	1.38
Repairs & Maintenance	1.75	2.00	1.31	1.56
Vehicle Expenses (including fuel & oil)	1.67	1.51	1.37	1.25
Management & Staff Expenses	9.10	8.79	6.72	6.56
- Wages, Salaries & Employment Exp.	6.30	5.95	4.36	4.13
- Imputed Labour & Management	2.80	2.84	2.36	2.43
Depreciation	3.74	3.29	2.68	2.31
Gross Expenses	43.00	39.18	34.70	31.63
Gross Exp excl. Imputed Labour/Mgmt & Dep'n	36.45	33.06	29.66	26.90
Core Cost Structure per Litre	31.82	30.10	24.03	22.92
OPERATING PROFIT (LOSS)	2.01	22.14	9.80	29.34



Operating Profit as Percent of Revenue - Dairy
New Zealand Dairy 2015 Benchmarks
NZ Dairy 2015 Owner All Districts



	2014/15 NZ Average	2016/17 NZ Average	2014/15 NZ Top 10%	2016/17 NZ Top 10%
REVENUE				
Manufacturing Milk Sales	85.5 %	87.1 %	85.9 %	87.3 %
Quota/Contract/Dividends for Milk	3.8 %	4.8 %	3.9 %	4.9 %
Livestock Revenue	9.1 %	7.2 %	9.2 %	7.3 %
Other Revenue	1.5 %	0.8 %	1.0 %	0.5 %
Gross Revenue	100.0 %	100.0 %	100.0 %	100.0 %
EXPENSES				
Administration (incl. professional fees)	1.8 %	1.2 %	1.4 %	0.9 %
Animal Health	4.9 %	3.1 %	4.0 %	2.6 %
Breeding & Herd Testing	2.7 %	1.7 %	2.3 %	1.5 %
Dairy Shed Expenses	1.2 %	0.7 %	1.0 %	0.6 %
Electricity	1.9 %	1.4 %	1.5 %	1.1 %
Feeds / Supplements (Total)	33.5 %	20.9 %	29.0 %	17.7 %
- Grazing / Support Area	11.8 %	8.2 %	8.1 %	5.7 %
- Cropping (green feed)	0.6 %	0.4 %	0.5 %	0.3 %
- Grains, Pellets & Concentrates	9.6 %	5.1 %	8.8 %	4.6 %
- Forages (incl. hay, silages, byproducts)	11.6 %	7.1 %	11.5 %	7.1 %
Fertiliser (Total)	7.8 %	5.4 %	7.0 %	4.9 %
- Nitrogen	3.0 %	2.1 %	2.9 %	2.0 %
- Phosphate & All Other Fertiliser	4.8 %	3.3 %	4.1 %	2.9 %
Freight	0.7 %	0.5 %	0.5 %	0.3 %
Irrigation	0.7 %	0.5 %	0.7 %	0.5 %
Pasture Maintenance & Renovation	1.5 %	1.1 %	1.0 %	0.7 %
Rates, Licenses, Levies & Insurance	3.6 %	2.7 %	3.0 %	2.3 %
Repairs & Maintenance	3.9 %	3.3 %	3.0 %	2.6 %
Vehicle Expenses (including fuel & oil)	3.7 %	2.5 %	3.1 %	2.1 %
Management & Staff Expenses	20.2 %	14.3 %	15.1 %	10.8 %
- Wages, Salaries & Employment Exp.	14.0 %	9.7 %	9.8 %	6.8 %
- Imputed Labour & Management	6.2 %	4.6 %	5.3 %	4.0 %
Depreciation	8.3 %	5.4 %	6.0 %	3.8 %
Gross Expenses	96.3 %	64.5 %	78.6 %	52.4 %
Gross Exp excl. Imputed Labour/Mgmt & Dep'n	81.8 %	54.5 %	67.3 %	44.6 %
Core Cost Structure	71.5 %	49.6 %	54.7 %	38.1 %
OPERATING PROFIT (LOSS)	3.7 %	35.6 %	21.4 %	47.6 %



Balance Sheet Summary (Market Values) - Dairy
New Zealand Dairy 2015 Benchmarks
NZ Dairy 2015 Owner All Districts



	2014/15 NZ Average	2016/17 NZ Average	2014/15 NZ Top 10%	2016/17 NZ Top 10%
ASSETS AT START OF YEAR				
Land & Buildings	\$ 7,112,281	\$ 6,421,939	\$ 6,680,010	\$ 6,049,786
Livestock	\$ 962,269	\$ 782,144	\$ 1,068,736	\$ 868,423
Vehicles, Plant & Machinery	\$ 238,967	\$ 242,884	\$ 212,886	\$ 216,066
Dairy Company Shares	\$ 1,002,651	\$ 1,031,901	\$ 1,203,367	\$ 1,229,325
Other Assets	\$ 1,417,522	\$ 1,351,656	\$ 904,076	\$ 864,852
TOTAL ASSETS AT START OF YEAR	\$ 10,733,689	\$ 9,830,524	\$ 10,069,074	\$ 9,228,452
Total Assets per Hectare	\$ 59,703	\$ 54,433	\$ 60,741	\$ 55,293
Land, Bldgs & Dairy Co. Shares per Hectare	\$ 45,137	\$ 41,273	\$ 47,556	\$ 43,614
Total Assets per Cow	\$ 20,406	\$ 19,126	\$ 18,110	\$ 17,027
ASSETS AT END OF YEAR				
Land & Buildings	\$ 6,721,106	\$ 6,421,939	\$ 6,312,609	\$ 6,049,786
Livestock	\$ 910,043	\$ 799,505	\$ 1,010,842	\$ 887,948
Vehicles, Plant & Machinery	\$ 243,275	\$ 223,696	\$ 216,187	\$ 198,898
Dairy Company Shares	\$ 793,097	\$ 1,031,901	\$ 951,863	\$ 1,229,325
Other Assets	\$ 1,346,055	\$ 1,351,656	\$ 858,913	\$ 864,853
TOTAL ASSETS AT END OF YEAR	\$ 10,013,576	\$ 9,828,698	\$ 9,350,414	\$ 9,230,810
Total Assets per Hectare	\$ 55,677	\$ 54,422	\$ 56,455	\$ 55,316
Land, Bldgs & Dairy Co. Shares per Hectare	\$ 41,780	\$ 41,273	\$ 43,860	\$ 43,620
Total Assets per Cow	\$ 19,037	\$ 19,122	\$ 16,817	\$ 17,031
LIABILITIES AT START OF YEAR				
Current Liabilities less Current Assets	\$ 4,619	\$ 6,852	\$ 7,771	\$ 37,877
Long Term Liabilities	\$ 3,611,452	\$ 3,909,857	\$ 3,324,368	\$ 3,614,541
Total Liabilities at Start of Year	\$ 3,616,071	\$ 3,916,709	\$ 3,332,139	\$ 3,652,418
Total Liabilities per Cow	\$ 6,875	\$ 7,620	\$ 5,993	\$ 6,739
Total Liabilities per kg Milksolids	\$ 16.78	\$ 18.86	\$ 12.82	\$ 14.77
LIABILITIES AT END OF YEAR				
Current Liabilities less Current Assets	\$ 55,352	\$ 14,868	(\$ 4,409)	\$ 45,631
Long Term Liabilities	\$ 3,659,857	\$ 4,084,567	\$ 3,404,541	\$ 3,724,230
Total Liabilities at End of Year	\$ 3,715,209	\$ 4,099,435	\$ 3,400,132	\$ 3,769,861
Total Liabilities per Cow	\$ 7,063	\$ 7,976	\$ 6,115	\$ 6,955
Total Liabilities per kg Milksolids	\$ 17.24	\$ 19.74	\$ 13.08	\$ 15.24
EQUITY				
Equity at Start of Year	\$ 7,117,618	\$ 5,913,814	\$ 6,736,935	\$ 5,576,034
Equity at End of Year	\$ 6,298,367	\$ 5,729,263	\$ 5,950,282	\$ 5,460,949
Equity % at Start of Year	66.3 %	60.2 %	66.9 %	60.4 %
Equity % at End of Year	62.9 %	58.3 %	63.6 %	59.2 %
FINANCING COSTS				
Bank Charges & Loan Fees	\$ 1,823	\$ 1,812	\$ 1,745	\$ 1,734
Interest	\$ 280,933	\$ 272,703	\$ 268,757	\$ 244,276
Lease Fees & Rentals	\$ 20,155	\$ 20,234	\$ 25,824	\$ 25,957
TOTAL FINANCING COSTS	\$ 302,911	\$ 294,749	\$ 296,325	\$ 271,967
Financing Costs as % Gross Revenue	27.3 %	20.2 %	22.3 %	15.7 %
Financing Costs per Hectare	\$ 1,815	\$ 1,758	\$ 1,900	\$ 1,730
Financing Costs per Cow	\$ 576	\$ 573	\$ 533	\$ 502
Financing Costs per kg Milksolids	\$ 1.41	\$ 1.42	\$ 1.14	\$ 1.10
Principal Repayments	\$ 240,229	\$ 141,839	\$ 314,521	\$ 249,572
TOTAL DEBT SERVICING COSTS	\$ 543,141	\$ 436,588	\$ 610,846	\$ 521,539
Total Debt Servicing Costs as % Revenue	49.0 %	29.9 %	45.9 %	30.1 %





