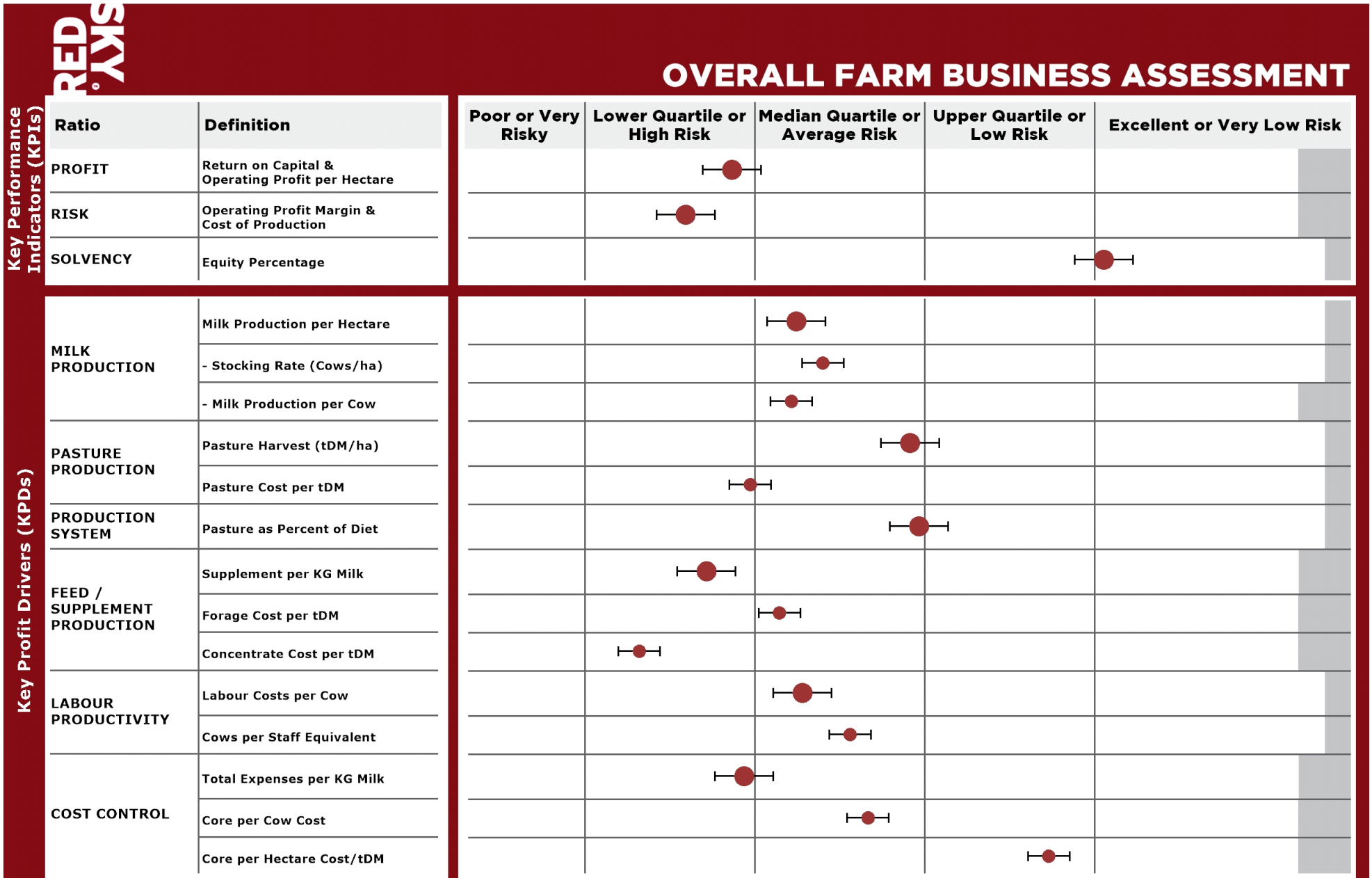


South Africa Example Farm
 Example dairy business analysis
 2018/19 Demo Farm Vs KwaZulu-Natal Benchmark



Summary Farm Performance - Dairy

South Africa Example Farm Example dairy business analysis



	2017/18 Demo Farm	2018/19 Demo Farm	2018/19 KZN Average	2018/19 KZN Top 10%
PHYSICAL PARAMETERS				
Number of Cows in Herd	603	580	1 046	2 022
Total Effective Dairy Hectares	134,0	134,0	235,8	377,1
Effective Milking Hectares	134,0	134,0	230,0	367,1
Cows per Milking Hectare	4,50	4,33	4,55	5,51
Litres per Cow	6 100	5 984	6 234	6 921
Litres per Cow (ECM)	6 171	6 054	6 247	6 867
Litres per Milking Hectare	27 450	25 901	28 341	38 116
Litres per Milking Hectare (ECM)	27 770	26 203	28 401	37 815
Litre Price	R 4,794	R 4,383	R 4,275	R 4,306
Litre Price (ECM)	R 4,738	R 4,332	R 4,266	R 4,340
Pasture Dry Matter Harvested (tDM/Ha)	11,34	11,79	11,47	15,20
KEY PERFORMANCE INDICATORS				
Operating Profit per Hectare	R 19 111	R 9 193	R 17 532	R 38 042
Operating Profit per Cow	R 4 247	R 2 124	R 3 857	R 6 908
Operating Profit per Litre (ECM)	R 0,688	R 0,351	R 0,617	R 1,006
Total Assets per Ha at Start of Year (Avg Values)	R 300 832	R 297 971	R 278 188	R 305 436
EQUITY % at Average Values	82,6 %	82,5 %	82,5 %	78,5 %
RETURN ON CAPITAL (ROC) at Average Values	7,8 %	4,5 %	7,2 %	13,1 %
Return on Assets (ROA) at Average Values	7,4 %	4,1 %	7,4 %	14,6 %
ROA including Capital Gain at Average Values	7,4 %	4,1 %	14,9 %	25,9 %
RETURN ON EQUITY (ROE) at Average Values	7,7 %	3,7 %	7,3 %	17,6 %
ROE including Capital Gain at Average Values	7,7 %	3,7 %	16,4 %	32,5 %
OPERATING PROFIT MARGIN	13,6 %	7,5 %	13,1 %	20,9 %
Cost of Production per Litre	R 4,097	R 4,028	R 3,657	R 3,308
Cost of Production per Litre (ECM)	R 4,050	R 3,981	R 3,649	R 3,334
Financing Costs per Litre	R 0,156	R 0,166	R 0,175	R 0,151
Cost of Prod'n + Financing Cost per Litre	R 4,098	R 4,028	R 3,727	R 3,382
Total Operating Expenses per Litre	R 4,417	R 4,355	R 4,092	R 3,771
Total Operating Expenses per Litre (ECM)	R 4,366	R 4,304	R 4,083	R 3,801
Total Operating Expenses as % Gross Revenue	77,8 %	83,9 %	80,5 %	74,4 %
Financing Costs as % Gross Revenue	3,1 %	3,5 %	3,7 %	3,2 %
Core per Cow Cost	R 5 485	R 5 395	R 5 453	R 5 574
Core per Hectare Cost per tDM Pasture Harvest	R 1 253	R 1 168	R 1 285	R 1 135
Management + Staff Cost per Cow	R 3 465	R 3 406	R 3 329	R 3 067
Management + Staff Cost per Litre	R 0,57	R 0,57	R 0,53	R 0,44
Cows per Full Time Staff Equivalent	38	38	37	38
Total Feed (Supplement+Pasture) Cost / Litre	R 2,752	R 2,691	R 2,474	R 2,373
Pasture Cost per Litre	R 0,495	R 0,525	R 0,483	R 0,447
Supplement Cost per Litre	R 2,257	R 2,166	R 1,991	R 1,926
Pasture as % of Total Consumed	41,0 %	45,0 %	41,3 %	42,3 %
Average Cost of All Consumed Feed (/tDM)	R 3 287	R 3 193	R 3 041	R 2 909
Pasture Cost (Per tDM)	R 2 516	R 2 442	R 2 284	R 1 996
Forage Cost (/tDM Consumed incl.wastage)	R 2 495	R 2 493	R 2 386	R 2 179
Concentrate Cost (/tDM Consumed incl.wastage)	R 4 611	R 4 589	R 4 284	R 4 435
Pasture Direct Cost (Per tDM consumed)	R 1 199	R 1 154	R 1 128	R 1 056
Forage Purchase/Production Cost (/tDM consumed)	R 1 677	R 1 676	R 1 636	R 1 565
Concentrate Purchase/Production Cost (/tDM con.)	R 4 425	R 4 402	R 4 103	R 4 283



Physical Summary - Dairy
South Africa Example Farm
Example dairy business analysis



	2017/18 Demo Farm	2018/19 Demo Farm	2018/19 KZN Average	2018/19 KZN Top 10%
PHYSICAL PARAMETERS				
Number of Cows in Herd	603	580	1 046	2 022
Effective Milking Hectares	134,0	134,0	230,0	367,1
Cows per Milking Hectare	4,50	4,33	4,55	5,51
Cows per Milking Pasture Hectare	4,63	4,45	4,63	5,51
Cow Liveweight per Milking Hectare	2 520	2 415	2 345	2 919
Litre Price	R 4,794	R 4,383	R 4,275	R 4,306
Litres per Cow	6 100	5 984	6 234	6 921
Litres (ECM) as Multiple of Cow Liveweight	11,02	10,85	12,11	12,96
Litres per Milking Hectare	27 450	25 901	28 341	38 116
Milkfat Percentage (mass/mass)	3,89 %	3,89 %	3,85 %	3,77 %
Protein Percentage (mass/mass)	3,36 %	3,36 %	3,31 %	3,30 %
Protein as a Percentage of Milkfat	86,3 %	86,3 %	86,0 %	87,5 %
PASTURE & SUPPLEMENTS				
Pasture Dry Matter Harvested (tDM/Ha)	11,34	11,79	11,47	15,20
Estimated Dryland Pasture Harvest (tDM/Ha)	6,30	6,55	6,17	7,96
Estimated Irrigated Pasture Harvest (tDM/Ha)	12,60	13,10	12,33	15,93
Percentage Hectares Irrigated	80,0 %	80,0 %	86,0 %	90,9 %
Nitrogen Applied per Hectare	315,0	315,0	328,2	387,2
Total Grazed & Conserved Pasture (tDM/Ha)	11,34	11,79	11,47	15,20
Grazed Pasture (tDM/Ha)	11,19	11,63	11,33	15,15
Conserved Pasture (tDM/Ha)	0,15	0,15	0,14	0,05
Pasture as % of Total Consumed	41,0 %	45,0 %	41,3 %	42,3 %
Supplement as % of Total Consumed	59,0 %	55,0 %	58,7 %	57,7 %
- Forage as % of Total Consumed	22,0 %	20,5 %	22,0 %	21,9 %
- Concentrate as % of Total Consumed	37,0 %	34,5 %	36,7 %	35,8 %
Pasture Consumed Per Cow (estimated tDM)	2,37	2,56	2,36	2,65
Forage Consumed Per Cow (estimated tDM)	1,40	1,29	1,39	1,52
- Homegrown Forage Consumed (est tDM/cow)	1,35	1,24	1,09	1,08
- Imported Forage Consumed (est tDM/cow)	0,05	0,05	0,30	0,44
Concentrate Consumed Per Cow (estimated tAF)	1,99	1,84	1,96	2,09
Total Consumed Per Cow (estimated tDM)	5,52	5,47	5,50	6,03
Feed Conversion Efficiency (kgsDM/kgMS)	11,89	11,97	11,73	11,79
Pasture Cost per Litre	R 0,495	R 0,525	R 0,483	R 0,447
Supplement Cost per Litre	R 2,257	R 2,166	R 1,991	R 1,926
Total Feed (Supplement+Pasture) Cost / Litre	R 2,752	R 2,691	R 2,474	R 2,373
Heifer & 'Other' Total Feed Cost per Litre	R 0,622	R 0,639	R 0,441	R 0,386
Average Cost of All Consumed Feed (/tDM)	R 3 287	R 3 193	R 3 041	R 2 909
Pasture Cost (Per tDM)	R 2 516	R 2 442	R 2 284	R 1 996
- Direct Pasture Cost (Per tDM)	R 1 199	R 1 154	R 1 128	R 1 056
- Variable Pasture Cost (Per tDM)	R 434	R 431	R 425	R 375
- Capital Pasture Cost (Per tDM)	R 883	R 857	R 731	R 565
Average Cost of All Supplements (/tDM Consumed)	R 3 822	R 3 808	R 3 574	R 3 578
Forage Cost (/tDM Consumed incl.wastage)	R 2 495	R 2 493	R 2 386	R 2 179
- Purchase/Production Forage Cost (/tDM)	R 1 397	R 1 396	R 1 416	R 1 407
- Homegrown Forage Cost (Per tDM)	R 1 500	R 1 500	R 1 419	R 1 394
- Imported Forage Cost (Per tDM)	R 2 046	R 2 046	R 1 876	R 1 760
- Variable Forage Cost (Per tDM)	R 457	R 453	R 442	R 374
- Capital Forage Cost (Per tDM)	R 224	R 227	R 207	R 178
Home Produced Forage as Percent of Total	96,1 %	96,2 %	78,4 %	70,8 %
Concentrate Cost (/tDM Consumed incl.wastage)	R 4 611	R 4 589	R 4 284	R 4 435
- Purchase/Production Concentrate Cost (/tDM)	R 4 338	R 4 315	R 4 021	R 4 197
- Variable Concentrate Cost (Per tDM)	R 114	R 113	R 116	R 100
- Capital Concentrate Cost (Per tDM)	R 68	R 70	R 62	R 50



Operating Profit - Dairy
South Africa Example Farm
Example dairy business analysis



	2017/18 Demo Farm	2018/19 Demo Farm	2018/19 KZN Average	2018/19 KZN Top 10%
REVENUE	R -	R -	R -	R -
Manufacturing Milk Sales	17 631 931	15 210 777	27 872 892	60 252 855
Quota/Contract/Dividends for Milk	0	0	1 474	0
Livestock Sales	1 144 000	1 102 400	2 062 805	5 006 120
- Less Livestock Purchases	(17 500)	(17 500)	(195 970)	(89 833)
Other Revenue	50 000	50 000	93 885	302 001
Total Operating Revenue	18 808 431	16 345 677	29 835 087	65 471 143
EXPENSES	R -	R -	R -	R -
Administration (incl. professional fees)	187 600	187 600	326 019	498 171
Animal Health	627 120	576 812	1 085 206	2 427 302
Breeding & Herd Testing	277 380	255 475	453 476	934 234
Dairy Shed Expenses	159 795	150 838	280 570	536 065
Electricity	319 590	301 790	519 399	961 118
Feeds / Supplements (Total)	7 942 470	7 305 372	12 582 691	25 723 471
- Grazing / Support Area	154 970	154 970	166 095	237 019
- Cropping (green feed)	46 900	46 900	85 399	278 545
- Grains, Pellets & Concentrates	5 985 000	5 352 480	9 552 569	19 893 000
- Forages (incl. hay, silages, byproducts)	1 755 600	1 751 022	2 778 629	5 314 907
Fertiliser (Total)	777 200	777 200	1 699 137	4 138 679
- Nitrogen	495 800	495 800	946 763	1 871 360
- Phosphate & All Other Fertiliser	281 400	281 400	752 374	2 267 319
Freight	0	0	6 979	14 790
Irrigation	710 200	710 200	1 149 208	2 321 760
Pasture Maintenance & Renovation	274 700	274 700	471 898	739 655
Rates, Licenses, Levies & Insurance	221 100	221 100	418 104	787 867
Repairs & Maintenance	633 150	597 075	1 177 634	2 521 769
Vehicle Expenses (including fuel & oil)	814 050	763 961	1 497 088	2 515 827
Wages, Salaries & Employment Exp.	1 688 400	1 598 091	3 066 599	5 552 723
Total Operating Expenses	14 632 755	13 720 214	24 734 006	49 673 430
OPERATING SURPLUS	4 175 676	2 625 463	5 101 080	15 797 712
ADJUSTMENTS	R -	R -	R -	R -
+ Change in Livestock Numbers	0	0	875 758	1 262 158
+ Change in Feeds/Supplements on Hand	0	144 475	271 140	281 640
- Imputed Labour & Management	400 720	377 300	567 228	979 400
- Depreciation	795 960	742 632	1 381 083	2 294 496
+ Other Revenue Adjustments	0	0	0	0
- Other Expenses Adjustments	418 100	418 100	266 535	102 166
Total Adjustments	(1 614 780)	(1 393 557)	(1 067 948)	(1 832 264)
OPERATING PROFIT/(LOSS)	2 560 896	1 231 906	4 033 132	13 965 449



Operating Profit Per Cow - Dairy
South Africa Example Farm
Example dairy business analysis



	2017/18 Demo Farm	2018/19 Demo Farm	2018/19 KZN Average	2018/19 KZN Top 10%
REVENUE	R -	R -	R -	R -
Manufacturing Milk Sales	29 240	26 225	26 653	29 804
Quota/Contract/Dividends for Milk	0	0	1	0
Livestock Revenue	1 868	1 871	2 623	3 056
Other Revenue	83	86	90	149
Gross Revenue	31 191	28 182	29 367	33 009
EXPENSES	R -	R -	R -	R -
Administration (incl. professional fees)	311	323	312	246
Animal Health	1 040	995	1 038	1 201
Breeding & Herd Testing	460	440	440	482
Dairy Shed Expenses	265	260	269	268
Electricity	530	520	497	475
Feeds / Supplements (Total)	13 865	13 067	12 523	13 507
- Grazing / Support Area	950	988	901	1 005
- Cropping (green feed)	78	81	90	172
- Grains, Pellets & Concentrates	9 925	9 228	9 102	9 906
- Forages (incl. hay, silages, byproducts)	2 911	2 770	2 430	2 423
Fertiliser (Total)	1 289	1 340	1 351	1 442
- Nitrogen	822	855	869	893
- Phosphate & All Other Fertiliser	467	485	482	550
Freight	0	0	7	7
Irrigation	1 178	1 224	1 084	1 105
Pasture Maintenance & Renovation	456	474	466	371
Rates, Licenses, Levies & Insurance	367	381	400	390
Repairs & Maintenance	1 050	1 029	1 053	1 160
Vehicle Expenses (including fuel & oil)	1 350	1 317	1 423	1 244
Management & Staff Expenses	3 465	3 406	3 329	3 067
- Wages, Salaries & Employment Exp.	2 800	2 755	2 787	2 583
- Imputed Labour & Management	665	651	542	484
Depreciation	1 320	1 280	1 321	1 135
Gross Expenses	26 945	26 058	25 510	26 101
Gross Exp excl. Imputed Labour/Mgmt & Dep'n	24 960	24 127	23 647	24 482
Core per Cow Cost	5 485	5 395	5 453	5 574
OPERATING PROFIT/(LOSS)	4 247	2 124	3 857	6 908



Operating Profit Per Hectare - Dairy
South Africa Example Farm
Example dairy business analysis



	2017/18 Demo Farm	2018/19 Demo Farm	2018/19 KZN Average	2018/19 KZN Top 10%
REVENUE	R -	R -	R -	R -
Manufacturing Milk Sales	131 582	113 513	121 166	164 129
Quota/Contract/Dividends for Milk	0	0	6	0
Livestock Revenue	8 407	8 096	11 922	16 830
Other Revenue	373	373	408	823
Gross Revenue	140 361	121 983	133 503	181 782
EXPENSES	R -	R -	R -	R -
Administration (incl. professional fees)	1 400	1 400	1 417	1 357
Animal Health	4 680	4 305	4 718	6 612
Breeding & Herd Testing	2 070	1 907	1 998	2 653
Dairy Shed Expenses	1 193	1 126	1 222	1 473
Electricity	2 385	2 252	2 258	2 618
Feeds / Supplements (Total)	62 392	56 560	56 928	74 383
- Grazing / Support Area	4 277	4 277	4 094	5 536
- Cropping (green feed)	350	350	408	947
- Grains, Pellets & Concentrates	44 664	39 944	41 378	54 553
- Forages (incl. hay, silages, byproducts)	13 101	11 989	11 049	13 346
Fertiliser (Total)	5 800	5 800	6 140	7 944
- Nitrogen	3 700	3 700	3 949	4 916
- Phosphate & All Other Fertiliser	2 100	2 100	2 191	3 027
Freight	0	0	30	40
Irrigation	5 300	5 300	4 930	6 088
Pasture Maintenance & Renovation	2 050	2 050	2 118	2 042
Rates, Licenses, Levies & Insurance	1 650	1 650	1 818	2 146
Repairs & Maintenance	4 725	4 456	4 786	6 390
Vehicle Expenses (including fuel & oil)	6 075	5 701	6 468	6 853
Management & Staff Expenses	15 590	14 742	15 136	16 891
- Wages, Salaries & Employment Exp.	12 600	11 926	12 670	14 223
- Imputed Labour & Management	2 990	2 816	2 466	2 668
Depreciation	5 940	5 542	6 004	6 250
Gross Expenses	121 250	112 789	115 971	143 740
Gross Exp excl. Imputed Labour/Mgmt & Dep'n	112 320	104 432	107 501	134 822
Core per Hectare Cost	14 210	13 764	14 741	17 252
OPERATING PROFIT/(LOSS)	19 111	9 193	17 532	38 042



Operating Profit Per Litre (c/l ECM)

South Africa Example Farm Example dairy business analysis



	2017/18 Demo Farm	2018/19 Demo Farm	2018/19 KZN Average	2018/19 KZN Top 10%
REVENUE (cents/litre ECM)				
Manufacturing Milk Sales	473,83	433,21	426,63	434,03
Quota/Contract/Dividends for Milk	0,00	0,00	0,02	0,00
Livestock Revenue	30,27	30,90	41,98	44,51
Other Revenue	1,34	1,42	1,44	2,18
Gross Revenue	505,44	465,53	470,07	480,71
EXPENSES (cents/litre ECM)				
Administration (incl. professional fees)	5,04	5,34	4,99	3,59
Animal Health	16,85	16,43	16,61	17,48
Breeding & Herd Testing	7,45	7,28	7,04	7,01
Dairy Shed Expenses	4,29	4,30	4,30	3,90
Electricity	8,59	8,60	7,95	6,92
Feeds / Supplements (Total)	224,68	215,85	200,45	196,70
- Grazing / Support Area	15,40	16,32	14,42	14,64
- Cropping (green feed)	1,26	1,34	1,44	2,51
- Grains, Pellets & Concentrates	160,84	152,44	145,69	144,26
- Forages (incl. hay, silages, byproducts)	47,18	45,76	38,90	35,29
Fertiliser (Total)	20,89	22,14	21,62	21,01
- Nitrogen	13,32	14,12	13,91	13,00
- Phosphate & All Other Fertiliser	7,56	8,01	7,71	8,01
Freight	0,00	0,00	0,11	0,11
Irrigation	19,09	20,23	17,36	16,10
Pasture Maintenance & Renovation	7,38	7,82	7,46	5,40
Rates, Licenses, Levies & Insurance	5,94	6,30	6,40	5,68
Repairs & Maintenance	17,01	17,00	16,85	16,90
Vehicle Expenses (including fuel & oil)	21,88	21,76	22,77	18,12
Management & Staff Expenses	56,14	56,26	53,29	44,67
- Wages, Salaries & Employment Exp.	45,37	45,51	44,61	37,61
- Imputed Labour & Management	10,77	10,75	8,68	7,06
Depreciation	21,39	21,15	21,14	16,53
Gross Expenses	436,62	430,45	408,33	380,11
Gross Exp excl. Imputed Labour/Mgmt & Dep'n	404,46	398,55	378,51	356,53
Core Cost Structure per Litre (ECM)	196,20	197,90	192,48	171,46
OPERATING PROFIT/(LOSS)	68,82	35,09	61,73	100,60



Operating Profit as Percent of Revenue - Dairy
South Africa Example Farm
Example dairy business analysis



	2017/18 Demo Farm	2018/19 Demo Farm	2018/19 KZN Average	2018/19 KZN Top 10%
REVENUE				
Manufacturing Milk Sales	93,7 %	93,1 %	90,8 %	90,3 %
Quota/Contract/Dividends for Milk	0,0 %	0,0 %	0,0 %	0,0 %
Livestock Revenue	6,0 %	6,6 %	8,9 %	9,3 %
Other Revenue	0,3 %	0,3 %	0,3 %	0,5 %
Gross Revenue	100,0 %	100,0 %	100,0 %	100,0 %
EXPENSES				
Administration (incl. professional fees)	1,0 %	1,1 %	1,1 %	0,7 %
Animal Health	3,3 %	3,5 %	3,5 %	3,6 %
Breeding & Herd Testing	1,5 %	1,6 %	1,5 %	1,5 %
Dairy Shed Expenses	0,8 %	0,9 %	0,9 %	0,8 %
Electricity	1,7 %	1,8 %	1,7 %	1,4 %
Feeds / Supplements (Total)	44,5 %	46,4 %	42,6 %	40,9 %
- Grazing / Support Area	3,0 %	3,5 %	3,1 %	3,0 %
- Cropping (green feed)	0,2 %	0,3 %	0,3 %	0,5 %
- Grains, Pellets & Concentrates	31,8 %	32,7 %	31,0 %	30,0 %
- Forages (incl. hay, silages, byproducts)	9,3 %	9,8 %	8,3 %	7,3 %
Fertiliser (Total)	4,1 %	4,8 %	4,6 %	4,4 %
- Nitrogen	2,6 %	3,0 %	3,0 %	2,7 %
- Phosphate & All Other Fertiliser	1,5 %	1,7 %	1,6 %	1,7 %
Freight	0,0 %	0,0 %	0,0 %	0,0 %
Irrigation	3,8 %	4,3 %	3,7 %	3,3 %
Pasture Maintenance & Renovation	1,5 %	1,7 %	1,6 %	1,1 %
Rates, Licenses, Levies & Insurance	1,2 %	1,4 %	1,4 %	1,2 %
Repairs & Maintenance	3,4 %	3,7 %	3,6 %	3,5 %
Vehicle Expenses (including fuel & oil)	4,3 %	4,7 %	4,8 %	3,8 %
Management & Staff Expenses	11,1 %	12,1 %	11,3 %	9,3 %
- Wages, Salaries & Employment Exp.	9,0 %	9,8 %	9,5 %	7,8 %
- Imputed Labour & Management	2,1 %	2,3 %	1,8 %	1,5 %
Depreciation	4,2 %	4,5 %	4,5 %	3,4 %
Gross Expenses	86,4 %	92,5 %	86,9 %	79,1 %
Gross Exp excl. Imputed Labour/Mgmt & Dep'n	80,0 %	85,6 %	80,5 %	74,2 %
Core Cost Structure	38,8 %	42,5 %	40,9 %	35,7 %
OPERATING PROFIT/(LOSS)	13,6 %	7,5 %	13,1 %	20,9 %



	2017/18 Demo Farm	2018/19 Demo Farm	2018/19 KZN Average	2018/19 KZN Top 10%
IRRIGATION PARAMETERS - DAIRY				
Effective Dairy Hectares	134,0	134,0	235,8	377,1
Effective Hectares Irrigated	107,2	107,2	202,9	342,8
Percentage Hectares Irrigated	80,0 %	80,0 %	86,0 %	90,9 %
Percentage Increase in Pasture Production on Irrigation vs Dryland	100,0 %	100,0 %	100,0 %	100,0 %
Total Farm Pasture Dry Matter Harvested (tDM/Ha)	11,34	11,79	11,47	15,20
Estimated Irrigated Pasture Harvest (tDM/Ha)	12,60	13,10	12,33	15,93
Estimated Irrigated Perennial Pasture Harvest (tDM/Ha)	12,60	13,10	12,33	15,93
Estimated Dryland Pasture Harvest (tDM/Ha)	6,30	6,55	6,17	7,96
Pasture Harvested (tDM) per Megalitre or 100mm	1,58	1,64	1,52	1,61
Megalitres (100mm multiples) Applied per Hectare	4,0	4,0	4,1	4,9
Total Useful Rainfall (mm)	550	550	550	550
Total Irrigation + Useful Rainfall (mm)	950	950	957	1 045
Nitrogen Applied per Hectare	315,0	315,0	328,2	387,2
Pasture as % of Total Consumed	41,0 %	45,0 %	41,3 %	42,3 %
Pasture Consumed Per Cow (estimated per tDM)	2,37	2,56	2,36	2,65
Pasture Cost (Per tDM)	R 2 516	R 2 442	R 2 284	R 1 996
- Direct Pasture Cost (Per tDM)	R 1 199	R 1 154	R 1 128	R 1 056
- Variable Pasture Cost (Per tDM)	R 434	R 431	R 425	R 375
- Capital Pasture Cost (Per tDM)	R 883	R 857	R 731	R 565
Pasture Cost (Cents Per MJ ME)	23,96	23,26	21,75	19,01
Irrigation Expenses per Hectare	R 5 300	R 5 300	R 4 930	R 6 088
Irrigation Expenses per Cow	R 1 178	R 1 224	R 1 084	R 1 105
Cows per Full Time Staff Equivalent	38	38	37	38
Management + Staff Costs per Cow	R 3 465	R 3 406	R 3 329	R 3 067
IRRIGATION PARAMETERS - DAIRY SUPPORT				
Effective Dairy Support Hectares	208,0	208,0	419,9	607,2
Effective Hectares Irrigated	0,0	0,0	2,9	0,0
Percentage Hectares Irrigated	0,0 %	0,0 %	0,7 %	0,0 %
Megalitres Used per Hectare	0,0	0,0	0,0	0,0
Total Useful Rainfall (mm)	550	550	0	0

Balance Sheet Summary (Market Values) - Dairy

South Africa Example Farm Example dairy business analysis



	2017/18 Demo Farm	2018/19 Demo Farm	2018/19 KZN Average	2018/19 KZN Top 10%
ASSETS AT START OF YEAR	R -	R -	R -	R -
Land & Buildings	19 048 500	19 048 500	25 256 100	33 492 400
Livestock	9 501 000	9 143 500	16 368 780	31 744 460
Vehicles, Plant & Machinery	3 400 000	3 374 058	5 665 320	12 164 660
Dairy Company Shares	0	0	554 225	1 142 620
Other Assets	8 362 000	8 362 000	10 914 830	18 277 500
TOTAL ASSETS AT START OF YEAR	40 311 500	39 928 058	58 759 255	96 821 640
Total Assets per Hectare	285 695	282 977	262 914	312 648
Land, Bldgs & Dairy Co. Shares per Hectare	135 000	135 000	115 487	111 840
Total Assets per Cow	66 852	68 841	56 188	47 892
ASSETS AT END OF YEAR				
Land & Buildings	19 048 500	19 048 500	29 990 300	42 303 700
Livestock	9 501 000	9 143 500	17 173 800	32 209 527
Vehicles, Plant & Machinery	3 400 000	3 374 058	5 793 520	12 910 040
Dairy Company Shares	0	0	686 863	1 855 500
Other Assets	8 362 000	8 362 000	12 496 930	22 608 600
TOTAL ASSETS AT END OF YEAR	40 311 500	39 928 058	66 141 413	111 887 367
Total Assets per Hectare	285 695	282 977	294 216	361 899
Land, Bldgs & Dairy Co. Shares per Hectare	135 000	135 000	136 461	142 833
Total Assets per Cow	66 852	68 841	63 247	55 344
LIABILITIES AT START OF YEAR	R -	R -	R -	R -
Current Liabilities less Current Assets	0	0	1 172 410	2 346 610
Long Term Liabilities	7 000 000	7 000 000	8 556 650	20 895 000
Total Liabilities at Start of Year	7 000 000	7 000 000	9 729 060	23 241 610
Total Liabilities per Cow	11 609	12 069	9 303	11 496
LIABILITIES AT END OF YEAR				
Current Liabilities less Current Assets	0	0	1 882 679	1 214 130
Long Term Liabilities	7 000 000	7 000 000	9 613 239	22 233 080
Total Liabilities at End of Year	7 000 000	7 000 000	11 495 918	23 447 210
Total Liabilities per Cow	11 609	12 069	10 993	11 598
EQUITY	R -	R -	R -	R -
Equity at Start of Year	33 311 500	32 928 058	49 030 195	73 580 030
Equity at End of Year	33 311 500	32 928 058	54 645 495	88 440 157
Equity % at Start of Year	82,6 %	82,5 %	83,4 %	76,0 %
Equity % at End of Year	82,6 %	82,5 %	82,6 %	79,0 %
FINANCING COSTS				
Bank Charges & Loan Fees	0	0	62 308	70 529
Interest	420 000	420 000	681 104	1 091 100
Lease Fees & Rentals	154 970	154 970	398 875	956 851
TOTAL FINANCING COSTS	574 970	574 970	1 142 287	2 118 480
Financing Costs as % Gross Revenue	3,1 %	3,5 %	3,7 %	3,2 %
Financing Costs per Cow	954	991	1 092	1 048
Interest Cover	4,7	2,4	3,6	6,7

