



Farm Stats

3 Year Summary



MALLOCH M^cCLEAN

SMARTER BETTER BUSINESS

3 Year Summary - Dairy Farm Owner / Operator

AVERAGES	2019	2020	2021
Average Milk Solids	258,432	263,559	261,646
Peak Cows Milked	580	577	577
Average Milking Platform	206	203	203
Cows per Milking Hectare	2.82	2.85	2.84
Average Milk Solids per cow	446	457	453
Milk Solids per Milk Hectare	1,255	1,301	1,289
FARM INCOME	\$/kgms	\$/kgms	\$/kgms
Milk Income	6.40	7.03	7.37
Livestock Net Profit	0.48	0.46	0.47
Other Income	0.06	0.06	0.08
GROSS PROFIT	6.94	7.55	7.92
FARM WORKING EXPENSES	\$/kgms	\$/kgms	\$/kgms
Animal Health	0.24	0.25	0.27
Breeding Expenses	0.15	0.15	0.17
Grazing	0.47	0.44	0.48
Other Feed	0.96	1.02	1.25
Fertiliser	0.49	0.51	0.54
Repairs & Maintenance	0.40	0.47	0.40
Electricity	0.11	0.10	0.11
Farming Working	0.20	0.18	0.14
Dairy Shed Expenses	0.06	0.06	0.06
Wages	0.55	0.56	0.59
Vehicle Expenses	0.19	0.16	0.17
Administration	0.11	0.09	0.10
Insurance	0.09	0.09	0.11
Rates	0.07	0.07	0.07
TOTAL FARM WORKING EXPENSES	4.09	4.15	4.46
OPERATING SURPLUS	2.85	3.40	3.46
INTEREST COSTS	1.24	1.04	0.89
LEASE COSTS*	0.19	0.26	0.26
DEPRECIATION	0.50	0.48	0.36

* This includes related party leases. The above information has been compiled using a sample of Malloch McClean Limited Clients. This information is for guidance purposes only.

3 Year Summary - Lower Order Sharemilkers & Contract Milkers

AVERAGES	2019	2020	2021
Average Milk Solids	288,701	289,192	312,936
Peak Cows Milked	622	625	665
Average Milk Solids per cow	465	463	470
FARM INCOME	\$/kgms	\$/kgms	\$/kgms
Milk Income	1.26	1.27	1.33
Other Income	0.04	0.06	0.04
GROSS PROFIT	1.29	1.33	1.36
FARM WORKING EXPENSES	\$/kgms	\$/kgms	\$/kgms
Repairs & Maintenance	0.03	0.02	0.04
Electricity	0.07	0.08	0.08
Farming Working	0.02	0.02	0.01
Dairy Shed Expenses	0.03	0.03	0.02
Wages	0.36	0.38	0.38
Vehicle Expenses	0.09	0.08	0.09
Administration	0.05	0.04	0.05
Insurance	0.03	0.04	0.04
TOTAL FARM WORKING EXPENSES	0.67	0.69	0.72
OPERATING SURPLUS	0.62	0.63	0.65
INTEREST COSTS	0.05	0.03	0.04
DEPRECIATION	0.07	0.08	0.07

The above information has been compiled using a sample of Malloch McClean Limited Clients. This information is for guidance purposes only.

Sheep & Beef Farmers - Analysis per stock unit 2,500 - 4,500 SU

AVERAGES	2019	2020	2021
Average Stock Units	3,314	3,458	3,649
Average Hectares	336	337	346
Average SU/ha	9.86	10.26	10.55
FARM INCOME	\$/su	\$/su	\$/su
Livestock Net Profit*	154.67	167.15	134.14
Other Income**	30.40	32.71	25.56
GROSS PROFIT	185.07	199.86	159.70
FARM WORKING EXPENSES	\$/su	\$/su	\$/su
Animal Health	7.75	8.82	8.01
Stock Feed & Grazing	8.62	8.91	7.21
Fertiliser	20.31	23.31	20.35
Repairs & Maintenance	8.22	8.64	9.18
Farming Working	12.24	13.01	13.80
Shearing Expenses	8.10	8.68	7.85
Wages	7.51	8.88	8.61
Vehicle Expenses	8.65	9.01	8.68
Administration	4.37	5.04	4.45
Insurance	3.35	3.22	3.34
Rates	2.95	2.92	2.83
TOTAL FARM WORKING EXPENSES	92.07	100.44	94.31
OPERATING SURPLUS	93.00	99.42	65.39
INTEREST COSTS	8.35	9.31	7.60
LEASE COSTS***	28.08	29.45	25.38
DEPRECIATION	8.02	7.35	6.51

* Net profit from sheep & beef cattle ** This includes wool sales, grazing, rebates & other sundry income *** This includes related party leases.
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Sheep & Beef Farmers - Analysis per hectare 2,500 - 4,500 SU

AVERAGES	2019	2020	2021
Average Stock Units	3,314	3,458	3,649
Average Hectares	336	337	346
Average SU/ha	9.86	10.26	10.55
FARM INCOME	\$/ha	\$/ha	\$/ha
Livestock Net Profit*	1,525.61	1,714.66	1,423.23
Other Income**	299.88	335.54	271.22
GROSS PROFIT	1,825.49	2,050.20	1,694.45
FARM WORKING EXPENSES	\$/ha	\$/ha	\$/ha
Animal Health	76.43	90.53	84.99
Stock Feed & Grazing	85.05	91.42	76.51
Fertiliser	200.31	239.14	215.91
Repairs & Maintenance	81.05	88.64	97.42
Farming Working	120.73	133.51	146.39
Shearing Expenses	79.85	89.04	83.31
Wages	74.11	91.10	91.34
Vehicle Expenses	85.29	92.45	92.05
Administration	43.08	51.79	47.16
Insurance	33.06	33.02	35.39
Rates	29.05	29.99	29.97
TOTAL FARM WORKING EXPENSES	908.01	1,030.63	1,000.44
OPERATING SURPLUS	917.48	1,019.57	694.01
INTEREST COSTS	82.35	95.48	80.68
LEASE COSTS***	276.93	302.10	269.31
DEPRECIATION	79.14	75.43	69.05

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Sheep & Beef Farmers - Analysis per stock unit 4,501 - 7,000 SU

AVERAGES	2019	2020	2021
Average Stock Units	5,159	5,377	5,565
Average Hectares	595	596	581
Average SU/ha	8.67	9.02	9.58
FARM INCOME	\$/su	\$/su	\$/su
Livestock Net Profit*	140.75	131.52	132.76
Other Income**	6.38	11.73	5.74
GROSS PROFIT	147.13	143.25	138.50
FARM WORKING EXPENSES	\$/su	\$/su	\$/su
Animal Health	6.85	6.49	7.09
Stock Feed & Grazing	5.48	4.14	4.88
Fertiliser	19.75	19.99	16.78
Repairs & Maintenance	8.65	8.53	8.47
Farming Working	13.83	11.52	12.34
Shearing Expenses	7.79	7.12	8.14
Wages	9.47	10.63	9.70
Vehicle Expenses	7.61	6.99	7.38
Administration	3.52	2.17	3.27
Insurance	2.98	2.42	3.15
Rates	2.60	2.32	2.71
TOTAL FARM WORKING EXPENSES	88.53	82.32	83.91
OPERATING SURPLUS	58.60	60.93	54.59
INTEREST COSTS	9.01	7.50	6.21
LEASE COSTS***	18.55	18.68	19.64
DEPRECIATION	8.67	9.11	8.12

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Sheep & Beef Farmers - Analysis per hectare 4,501 - 7,000 SU

AVERAGES	2019	2020	2021
Average Stock Units	5,159	5,377	5,565
Average Hectares	595	596	581
Average SU/ha	8.67	9.02	9.58
FARM INCOME	\$/ha	\$/ha	\$/ha
Livestock Net Profit*	1,241.94	1,235.71	1,270.72
Other Income**	56.31	110.25	54.93
GROSS PROFIT	1,298.25	1,345.96	1,325.65
FARM WORKING EXPENSES	\$/ha	\$/ha	\$/ha
Animal Health	60.44	60.99	67.90
Stock Feed & Grazing	48.39	38.89	46.74
Fertiliser	174.24	187.78	160.58
Repairs & Maintenance	76.35	80.17	81.10
Farming Working	121.97	108.22	118.13
Shearing Expenses	68.70	66.91	77.95
Wages	83.53	99.83	92.84
Vehicle Expenses	67.12	65.65	70.64
Administration	31.10	20.45	31.25
Insurance	26.27	22.71	30.13
Rates	22.97	21.80	24.58
TOTAL FARM WORKING EXPENSES	781.08	773.40	801.84
OPERATING SURPLUS	517.17	572.56	523.81
INTEREST COSTS	79.51	70.43	59.45
LEASE COSTS***	163.70	175.53	187.96
DEPRECIATION	76.48	85.61	77.73

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Sheep & Beef Farmers - Analysis per stock unit 7,000 SU and above

AVERAGES	2019	2020	2021
Average Stock Units	11,629	12,505	12,347
Average Hectares	1,987	2,008	2,010
Average SU/ha	5.85	6.23	6.14
FARM INCOME	\$/su	\$/su	\$/su
Livestock Net Profit*	115.59	115.89	100.25
Other Income**	7.96	9.21	12.80
GROSS PROFIT	123.55	125.10	113.05
FARM WORKING EXPENSES	\$/su	\$/su	\$/su
Animal Health	5.19	5.27	5.61
Stock Feed & Grazing	3.68	2.72	3.78
Fertiliser	18.07	16.58	16.27
Repairs & Maintenance	9.54	7.48	7.91
Farming Working	7.24	6.93	7.42
Shearing Expenses	7.31	6.81	7.07
Wages	12.73	12.32	13.22
Vehicle Expenses	6.65	5.73	5.58
Administration	2.60	2.16	2.45
Insurance	1.86	1.84	2.34
Rates	2.13	1.99	2.17
TOTAL FARM WORKING EXPENSES	77.00	69.83	73.82
OPERATING SURPLUS	46.55	55.27	39.23
INTEREST COSTS	13.91	11.69	13.36
LEASE COSTS***	17.12	16.09	17.13
DEPRECIATION	5.63	5.69	5.38

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Sheep & Beef Farmers - Analysis per hectare 7,000 SU and above

AVERAGES	2019	2020	2021
Average Stock Units	11,629	12,505	12,347
Average Hectares	1,987	2,008	2,010
Average SU/ha	5.85	6.23	6.14
FARM INCOME	\$/ha	\$/ha	\$/ha
Livestock Net Profit*	676.53	741.39	616.40
Other Income**	46.60	58.92	78.72
GROSS PROFIT	723.13	800.31	695.12
FARM WORKING EXPENSES	\$/ha	\$/ha	\$/ha
Animal Health	30.40	33.74	34.51
Stock Feed & Grazing	21.54	17.42	23.21
Fertiliser	105.76	106.09	100.02
Repairs & Maintenance	55.89	47.91	48.62
Farming Working	42.42	44.33	45.66
Shearing Expenses	42.76	43.56	43.44
Wages	74.48	78.79	81.30
Vehicle Expenses	38.90	36.65	34.29
Administration	15.23	13.80	15.08
Insurance	10.88	11.78	14.40
Rates	12.44	12.72	13.37
TOTAL FARM WORKING EXPENSES	450.70	446.79	453.90
OPERATING SURPLUS	272.43	353.52	241.22
INTEREST COSTS	81.39	74.76	82.14
LEASE COSTS***	100.21	102.92	105.35
DEPRECIATION	32.95	36.37	33.07

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