



# Farm Stats

3 Year Summary



**MALLOCH M<sup>c</sup>CLEAN**

SMARTER BETTER BUSINESS

## 3 Year Summary - Dairy Farm Owner / Operator

AVERAGES	2020	2021	2022
Average Milk Solids	263,559	261,646	261,882
Peak Cows Milked	577	577	576
Average Milking Platform	203	203	198
Cows per Milking Hectare	2.85	2.84	2.91
Average Milk Solids per cow	457	453	455
Milk Solids per Milk Hectare	1,301	1,289	1,323
<b>FARM INCOME</b>	<b>\$/kgms</b>	<b>\$/kgms</b>	<b>\$/kgms</b>
Milk Income	7.03	7.37	9.11
Livestock Net Profit	0.46	0.47	0.49
Other Income	0.06	0.08	0.05
<b>GROSS PROFIT</b>	<b>7.55</b>	<b>7.92</b>	<b>9.65</b>
<b>FARM WORKING EXPENSES</b>	<b>\$/kgms</b>	<b>\$/kgms</b>	<b>\$/kgms</b>
Animal Health	0.25	0.27	0.28
Breeding Expenses	0.15	0.17	0.16
Grazing	0.44	0.48	0.56
Other Feed	1.02	1.25	1.72
Fertiliser	0.51	0.54	0.80
Repairs & Maintenance	0.47	0.40	0.48
Electricity	0.10	0.11	0.09
Farming Working	0.18	0.14	0.18
Dairy Shed Expenses	0.06	0.06	0.07
Wages	0.56	0.59	0.64
Vehicle Expenses	0.16	0.17	0.21
Administration	0.09	0.10	0.11
Insurance	0.09	0.11	0.11
Rates	0.07	0.07	0.06
<b>TOTAL FARM WORKING EXPENSES</b>	<b>4.15</b>	<b>4.46</b>	<b>5.47**</b>
<b>OPERATING SURPLUS</b>	<b>3.40</b>	<b>3.46</b>	<b>4.18</b>
<b>INTEREST COSTS</b>	<b>1.04</b>	<b>0.89</b>	<b>0.75</b>
<b>LEASE COSTS*</b>	<b>0.26</b>	<b>0.26</b>	<b>0.27</b>
<b>DEPRECIATION</b>	<b>0.48</b>	<b>0.36</b>	<b>0.44</b>

\* This includes related party leases. \*\* Production down & feed costs up as a result of the Southland drought. \*\* High inflation impacted on cost  
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	2020	2021	2022
Average Milk Solids	289,192	312,936	304,021
Peak Cows Milked	625	665	663
Average Milk Solids per cow	463	470	459
FARM INCOME	\$/kgms	\$/kgms	\$/kgms
Milk Income	1.27	1.33	1.52
Other Income	0.06	0.04	0.08
<b>GROSS PROFIT</b>	<b>1.33</b>	<b>1.36</b>	<b>1.60</b>
FARM WORKING EXPENSES	\$/kgms	\$/kgms	\$/kgms
Repairs & Maintenance	0.02	0.04	0.03
Electricity	0.08	0.08	0.09
Farming Working	0.02	0.01	0.03
Dairy Shed Expenses	0.03	0.02	0.03
Wages	0.38	0.38	0.48
Vehicle Expenses	0.08	0.09	0.13
Administration	0.04	0.05	0.06
Insurance	0.04	0.04	0.05
<b>TOTAL FARM WORKING EXPENSES</b>	<b>0.69</b>	<b>0.72</b>	<b>0.90</b>
<b>OPERATING SURPLUS</b>	<b>0.63</b>	<b>0.65</b>	<b>0.70</b>
<b>INTEREST COSTS</b>	<b>0.03</b>	<b>0.04</b>	<b>0.04</b>
<b>DEPRECIATION</b>	<b>0.08</b>	<b>0.07</b>	<b>0.10</b>

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

AVERAGES	2020	2021	2022
Average Stock Units	3,458	3,649	3,338
Average Hectares	337	346	339
Average SU/ha	10.26	10.55	9.85
FARM INCOME	\$/su	\$/su	\$/su
Livestock Net Profit*	167.15	134.14	185.09
Other Income**	32.71	25.56	30.75
<b>GROSS PROFIT</b>	<b>199.86</b>	<b>159.70</b>	<b>215.84</b>
FARM WORKING EXPENSES	\$/su	\$/su	\$/su
Animal Health	8.82	8.01	7.94
Stock Feed & Grazing	8.91	7.21	5.16
Fertiliser	23.31	20.35	24.06
Repairs & Maintenance	8.64	9.18	7.57
Farming Working	13.01	13.80	16.84
Shearing Expenses	8.68	7.85	8.87
Wages	8.88	8.61	8.75
Vehicle Expenses	9.01	8.68	9.61
Administration	5.04	4.45	5.55
Insurance	3.22	3.34	3.73
Rates	2.92	2.83	3.54
<b>TOTAL FARM WORKING EXPENSES</b>	<b>100.44</b>	<b>94.31</b>	<b>101.62</b>
<b>OPERATING SURPLUS</b>	<b>99.42</b>	<b>65.39</b>	<b>114.22</b>
<b>INTEREST COSTS</b>	<b>9.31</b>	<b>7.60</b>	<b>6.95</b>
<b>LEASE COSTS***</b>	<b>29.45</b>	<b>25.38</b>	<b>27.81</b>
<b>DEPRECIATION</b>	<b>7.35</b>	<b>6.51</b>	<b>8.13</b>

\* 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	2020	2021	2022
Average Stock Units	3,456	3,649	3,338
Average Hectares	337	346	339
Average SU/ha	10.26	10.55	9.85
FARM INCOME	\$/ha	\$/ha	\$/ha
Livestock Net Profit*	1,714.66	1,423.22	1,821.93
Other Income**	335.54	271.22	302.72
<b>GROSS PROFIT</b>	<b>2,050.20</b>	<b>1,694.45</b>	<b>2,124.65</b>
FARM WORKING EXPENSES	\$/ha	\$/ha	\$/ha
Animal Health	90.53	84.99	78.15
Stock Feed & Grazing	91.42	76.51	50.81
Fertiliser	239.14	215.91	236.84
Repairs & Maintenance	88.64	97.42	74.54
Farming Working	133.51	146.39	165.74
Shearing Expenses	89.04	83.31	87.28
Wages	91.10	91.34	86.17
Vehicle Expenses	92.45	92.05	94.55
Administration	51.79	47.16	54.65
Insurance	33.02	35.39	36.69
Rates	29.99	29.97	34.86
<b>TOTAL FARM WORKING EXPENSES</b>	<b>1,030.63</b>	<b>1,000.44</b>	<b>1,000.28</b>
<b>OPERATING SURPLUS</b>	<b>1,019.57</b>	<b>694.01</b>	<b>1,124.37</b>
<b>INTEREST COSTS</b>	<b>95.48</b>	<b>80.68</b>	<b>73.82</b>
<b>LEASE COSTS***</b>	<b>302.10</b>	<b>269.31</b>	<b>273.80</b>
<b>DEPRECIATION</b>	<b>75.43</b>	<b>69.05</b>	<b>80.05</b>

\* 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 stock unit 4,501 - 7,000 SU

AVERAGES	2020	2021	2022
Average Stock Units	5,377	5,565	5,684
Average Hectares	596	581	535
Average SU/ha	9.02	9.58	10.62
FARM INCOME	\$/su	\$/su	\$/su
Livestock Net Profit*	131.52	132.76	158.76
Other Income**	11.73	5.74	4.35
<b>GROSS PROFIT</b>	<b>143.25</b>	<b>138.50</b>	<b>163.11</b>
FARM WORKING EXPENSES	\$/su	\$/su	\$/su
Animal Health	6.49	7.09	7.08
Stock Feed & Grazing	5.14	4.88	4.60
Fertiliser	19.99	16.78	24.89
Repairs & Maintenance	8.53	8.47	7.01
Farming Working	11.52	12.34	11.37
Shearing Expenses	7.12	8.14	7.17
Wages	10.63	9.70	11.18
Vehicle Expenses	6.99	7.38	8.04
Administration	2.17	3.27	3.28
Insurance	2.42	3.15	2.88
Rates	2.32	2.71	2.93
<b>TOTAL FARM WORKING EXPENSES</b>	<b>82.32</b>	<b>83.91</b>	<b>90.43</b>
<b>OPERATING SURPLUS</b>	<b>60.93</b>	<b>54.59</b>	<b>72.68</b>
INTEREST COSTS	7.50	6.21	5.71
LEASE COSTS***	16.68	19.64	22.33
DEPRECIATION	9.11	8.12	8.12

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

AVERAGES	2020	2021	2022
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*	1,235.71	1,270.72	1,668.38
Other Income**	110.25	54.93	45.71
<b>GROSS PROFIT</b>	<b>1,345.96</b>	<b>1,325.65</b>	<b>1,714.09</b>
FARM WORKING EXPENSES	\$/ha	\$/ha	\$/ha
Animal Health	60.99	67.90	74.39
Stock Feed & Grazing	38.89	46.74	48.29
Fertiliser	187.78	160.58	261.51
Repairs & Maintenance	80.17	81.10	73.69
Farming Working	108.22	118.13	119.53
Shearing Expenses	66.91	77.95	75.30
Wages	99.83	92.84	117.49
Vehicle Expenses	65.65	70.64	84.49
Administration	20.45	31.25	34.46
Insurance	22.71	30.13	30.22
Rates	21.80	24.58	30.84
<b>TOTAL FARM WORKING EXPENSES</b>	<b>773.40</b>	<b>801.84</b>	<b>950.21</b>
<b>OPERATING SURPLUS</b>	<b>572.56</b>	<b>523.81</b>	<b>763.88</b>
<b>INTEREST COSTS</b>	<b>70.43</b>	<b>59.45</b>	<b>54.82</b>
<b>LEASE COSTS***</b>	<b>175.53</b>	<b>187.96</b>	<b>189.20</b>
<b>DEPRECIATION</b>	<b>85.61</b>	<b>77.73</b>	<b>86.30</b>

\* 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 stock unit 7,000 SU and above

AVERAGES	2020	2021	2022
Average Stock Units	12,505	12,347	12,478
Average Hectares	2,008	2,010	2,212
Average SU/ha	6.23	6.14	5.64
FARM INCOME	\$/su	\$/su	\$/su
Livestock Net Profit*	115.89	100.25	123.71
Other Income**	9.21	12.80	8.54
<b>GROSS PROFIT</b>	<b>125.10</b>	<b>113.05</b>	<b>132.25</b>
FARM WORKING EXPENSES	\$/su	\$/su	\$/su
Animal Health	5.27	5.61	6.59
Stock Feed & Grazing	2.72	3.78	4.09
Fertiliser	16.58	16.27	18.19
Repairs & Maintenance	7.48	7.91	6.75
Farming Working	6.93	7.42	9.33
Shearing Expenses	6.81	7.07	6.57
Wages	12.32	13.22	13.18
Vehicle Expenses	5.73	5.58	6.42
Administration	2.16	2.45	3.92
Insurance	1.84	2.34	2.09
Rates	1.99	2.17	2.22
<b>TOTAL FARM WORKING EXPENSES</b>	<b>69.83</b>	<b>73.82</b>	<b>79.35</b>
<b>OPERATING SURPLUS</b>	<b>55.27</b>	<b>39.23</b>	<b>52.90</b>
<b>INTEREST COSTS</b>	<b>11.69</b>	<b>13.36</b>	<b>12.29</b>
<b>LEASE COSTS***</b>	<b>16.09</b>	<b>17.13</b>	<b>17.30</b>
<b>DEPRECIATION</b>	<b>5.69</b>	<b>5.38</b>	<b>5.28</b>

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

AVERAGES	2020	2021	2022
Average Stock Units	12,505	12,347	12,478
Average Hectares	2,008	2,010	2,212
Average SU/ha	6.23	6.14	5.64
FARM INCOME	\$/ha	\$/ha	\$/ha
Livestock Net Profit*	741.39	616.40	697.85
Other Income**	58.92	78.72	48.16
<b>GROSS PROFIT</b>	<b>800.31</b>	<b>695.12</b>	<b>746.01</b>
FARM WORKING EXPENSES	\$/ha	\$/ha	\$/ha
Animal Health	33.74	34.51	37.17
Stock Feed & Grazing	17.42	23.21	23.08
Fertiliser	106.09	100.02	102.62
Repairs & Maintenance	47.91	48.62	38.07
Farming Working	44.33	45.66	52.63
Shearing Expenses	43.56	43.44	37.06
Wages	78.79	81.30	74.37
Vehicle Expenses	36.65	34.29	36.22
Administration	13.80	15.08	22.12
Insurance	11.78	14.40	11.80
Rates	12.72	13.37	7.99
<b>TOTAL FARM WORKING EXPENSES</b>	<b>446.79</b>	<b>453.90</b>	<b>443.13</b>
<b>OPERATING SURPLUS</b>	<b>353.52</b>	<b>241.22</b>	<b>302.88</b>
<b>INTEREST COSTS</b>	<b>74.76</b>	<b>82.14</b>	<b>75.57</b>
<b>LEASE COSTS***</b>	<b>102.92</b>	<b>105.35</b>	<b>106.10</b>
<b>DEPRECIATION</b>	<b>36.37</b>	<b>33.07</b>	<b>32.50</b>

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