



Farm Stats

3 Year Summary
2021, 2022, 2023



 MALLOCH McCLEAN

SMARTER BETTER BUSINESS

3 Year Summary - Dairy Farm Owner / Operator

AVERAGES	2021	2022	2023
Average Milk Solids	261,646	261,882	285,811
Peak Cows Milked	577	576	589
Average Milking Platform	203	198	212
Cows per Milking Hectare	2.84	2.91	2.78
Average Milk Solids per cow	453	455	485
Milk Solids per Milk Hectare	1,298	1,323	1,350
FARM INCOME			
	\$/kgms	\$/kgms	\$/kgms
Milk Income	7.37	9.11	8.45
Livestock Net Profit	0.47	0.49	0.43
Other Income	0.08	0.05	0.05
GROSS PROFIT	7.92	9.65	8.93
FARM WORKING EXPENSES			
	\$/kgms	\$/kgms	\$/kgms
Animal Health	0.27	0.28	0.35
Breeding Expenses	0.17	0.16	0.16
Grazing	0.48	0.56	0.67
Other Feed	1.25	1.72	1.58
Fertiliser	0.54	0.80	0.66
Repairs & Maintenance	0.40	0.48	0.47
Electricity	0.11	0.09	0.11
Farming Working	0.14	0.18	0.25
Dairy Shed Expenses	0.06	0.07	0.08
Wages	0.59	0.64	0.71
Vehicle Expenses	0.17	0.21	0.25
Administration	0.10	0.11	0.15
Insurance	0.11	0.11	0.12
Rates	0.07	0.06	0.06
TOTAL FARM WORKING EXPENSES	4.46	5.47*	5.60**
OPERATING SURPLUS	3.46	4.18	3.33
INTEREST COSTS	0.89	0.75	1.17
LEASE COSTS*	0.26	0.27	0.26
DEPRECIATION	0.36	0.44	0.39

* Production down & feed costs up as a result of the Southland drought. High inflation impacted on costs.

** Increased production due to more feed. Still high inflation.

3 Year Summary - Lower Order Sharemilkers & Contract Milkers

AVERAGES	2021	2022	2023
Average Milk Solids	312,936	304,021	345, 019
Peak Cows Milked	665	663	736
Average Milk Solids per cow	470	459	469
FARM INCOME	\$/kgms	\$/kgms	\$/kgms
Milk Income	1.33	1.52	1.58
Other Income	0.04	0.08	0.09
GROSS PROFIT	1.36	1.60	1.67
FARM WORKING EXPENSES	\$/kgms	\$/kgms	\$/kgms
Repairs & Maintenance	0.04	0.03	0.05
Electricity	0.08	0.09	0.08
Farming Working	0.01	0.03	0.03
Dairy Shed Expenses	0.02	0.03	0.03
Wages	0.38	0.48	0.47
Vehicle Expenses	0.09	0.13	0.12
Administration	0.05	0.06	0.06
Insurance	0.04	0.05	0.07
TOTAL FARM WORKING EXPENSES	0.72	0.90	0.91
OPERATING SURPLUS	0.65	0.70	0.76
INTEREST COSTS	0.04	0.04	0.04
DEPRECIATION	0.07	0.10	0.06

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	2021	2022	2023
Average Stock Units	3,649	3,338	3,602
Average Hectares	346	339	378
Average SU/ha	10.55	9.85	9.53
FARM INCOME	\$/su	\$/su	\$/su
Livestock Net Profit*	134.14	185.09	147.37
Other Income**	25.56	30.75	30.61
GROSS PROFIT	159.70	215.84	177.98
FARM WORKING EXPENSES	\$/su	\$/su	\$/su
Animal Health	8.01	7.94	9.20
Stock Feed & Grazing	7.21	5.16	8.12
Fertiliser	20.35	24.06	17.28
Repairs & Maintenance	9.18	7.57	10.33
Farming Working	13.80	16.84	23.69
Shearing Expenses	7.85	8.87	10.05
Wages	8.61	8.75	9.98
Vehicle Expenses	8.68	9.61	10.89
Administration	4.45	5.55	5.09
Insurance	3.34	3.73	3.95
Rates	2.83	3.54	4.35
TOTAL FARM WORKING EXPENSES	94.31	101.62	112.93
OPERATING SURPLUS	65.39	114.22	65.05
INTEREST COSTS	7.60	6.95	13.03
LEASE COSTS***	25.38	27.81	25.58
DEPRECIATION	6.51	8.13	10.26

* 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	2021	2022	2023
Average Stock Units	3,649	3,338	3,602
Average Hectares	346	339	378
Average SU/ha	10.55	9.85	9.53
FARM INCOME	\$/ha	\$/ha	\$/ha
Livestock Net Profit*	1,423.22	1,821.93	1,401.26
Other Income**	271.22	302.72	291.08
GROSS PROFIT	1,694.45	2,124.65	1,692.34
FARM WORKING EXPENSES	\$/ha	\$/ha	\$/ha
Animal Health	84.99	78.15	87.50
Stock Feed & Grazing	76.51	50.81	77.23
Fertiliser	215.91	236.84	164.38
Repairs & Maintenance	97.42	74.54	98.26
Farming Working	146.39	165.74	225.35
Shearing Expenses	83.31	87.28	95.57
Wages	91.34	86.17	94.91
Vehicle Expenses	92.05	94.55	103.52
Administration	47.16	54.65	48.39
Insurance	35.39	36.69	37.53
Rates	29.97	34.86	41.35
TOTAL FARM WORKING EXPENSES	1,000.44	1,000.28	1,073.99
OPERATING SURPLUS	694.01	1,124.37	618.35
INTEREST COSTS	80.68	73.82	123.92
LEASE COSTS***	269.31	273.80	243.26
DEPRECIATION	69.05	80.05	97.56

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

AVERAGES	2021	2022	2023
Average Stock Units	5,565	5,684	5,546
Average Hectares	581	535	603
Average SU/ha	9.58	10.62	9.20
FARM INCOME	\$/su	\$/su	\$/su
Livestock Net Profit*	132.76	158.76	137.68
Other Income**	5.74	4.35	7.48
GROSS PROFIT	138.50	163.11	145.16
FARM WORKING EXPENSES	\$/su	\$/su	\$/su
Animal Health	7.09	7.08	7.23
Stock Feed & Grazing	4.88	4.60	6.39
Fertiliser	16.78	24.89	21.43
Repairs & Maintenance	8.47	7.01	7.36
Farming Working	12.34	11.37	12.28
Shearing Expenses	8.14	7.17	9.80
Wages	9.70	11.18	8.94
Vehicle Expenses	7.38	8.04	9.92
Administration	3.27	3.28	4.68
Insurance	3.15	2.88	2.96
Rates	2.71	2.93	2.89
TOTAL FARM WORKING EXPENSES	83.91	90.43	93.88
OPERATING SURPLUS	54.59	72.68	51.28
INTEREST COSTS	6.21	5.71	11.01
LEASE COSTS***	19.64	22.33	24.74
DEPRECIATION	8.12	8.21	7.81

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

AVERAGES	2021	2022	2023
Average Stock Units	5,565	5,684	5,546
Average Hectares	581	535	603
Average SU/ha	9.58	10.62	9.20
FARM INCOME	\$/ha	\$/ha	\$/ha
Livestock Net Profit*	1,270.72	1,668.38	1,265.10
Other Income**	54.93	45.71	68.76
GROSS PROFIT	1,325.65	1,714.09	1,333.86
FARM WORKING EXPENSES	\$/ha	\$/ha	\$/ha
Animal Health	67.90	74.39	66.43
Stock Feed & Grazing	46.74	48.29	58.72
Fertiliser	160.58	261.51	196.91
Repairs & Maintenance	81.10	73.69	67.63
Farming Working	118.13	119.53	112.85
Shearing Expenses	77.95	75.30	90.07
Wages	92.84	117.49	82.19
Vehicle Expenses	70.64	84.49	91.18
Administration	31.25	34.46	42.98
Insurance	30.13	30.22	27.20
Rates	24.58	30.84	26.60
TOTAL FARM WORKING EXPENSES	801.84	950.21	862.76
OPERATING SURPLUS	523.81	763.88	471.10
INTEREST COSTS	59.45	54.82	101.14
LEASE COSTS***	187.96	189.20	227.37
DEPRECIATION	77.73	86.30	71.80

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

AVERAGES	2021	2022	2023
Average Stock Units	12,347	12,478	11,857
Average Hectares	2,010	2,212	1,993
Average SU/ha	6.14	5.64	5.95
FARM INCOME	\$/su	\$/su	\$/su
Livestock Net Profit*	100.25	123.71	108.72
Other Income**	12.80	8.54	12.90
GROSS PROFIT	113.05	132.25	121.62
FARM WORKING EXPENSES	\$/su	\$/su	\$/su
Animal Health	5.61	6.59	7.33
Stock Feed & Grazing	3.78	4.09	3.44
Fertiliser	16.27	18.19	13.70
Repairs & Maintenance	7.91	6.75	5.99
Farming Working	7.42	9.33	11.42
Shearing Expenses	7.07	6.57	8.20
Wages	13.22	13.18	14.77
Vehicle Expenses	5.58	6.42	7.62
Administration	2.45	3.92	3.35
Insurance	2.34	2.09	2.34
Rates	2.17	2.22	2.44
TOTAL FARM WORKING EXPENSES	73.82	79.35	80.60
OPERATING SURPLUS	39.23	52.90	41.02
INTEREST COSTS	13.36	12.29	20.64
LEASE COSTS***	17.13	17.30	14.19
DEPRECIATION	5.38	5.28	5.81

* 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 7,000 SU and above

AVERAGES	2021	2022	2023
Average Stock Units	12,347	12,478	11,857
Average Hectares	2,010	2,212	1,993
Average SU/ha	6.14	5.64	5.95
FARM INCOME	\$/ha	\$/ha	\$/ha
Livestock Net Profit*	616.40	697.85	646.90
Other Income**	78.72	48.16	76.77
GROSS PROFIT	695.12	746.01	723.67
FARM WORKING EXPENSES	\$/ha	\$/ha	\$/ha
Animal Health	34.51	37.17	43.63
Stock Feed & Grazing	23.21	23.08	20.46
Fertiliser	100.02	102.62	81.50
Repairs & Maintenance	48.62	38.07	35.66
Farming Working	45.66	52.63	67.97
Shearing Expenses	43.44	37.06	48.76
Wages	81.30	74.37	87.90
Vehicle Expenses	34.29	36.22	45.31
Administration	15.08	22.12	19.92
Insurance	14.40	11.80	13.95
Rates	13.37	7.99	14.53
TOTAL FARM WORKING EXPENSES	453.90	443.13	479.59
OPERATING SURPLUS	241.22	302.88	244.08
INTEREST COSTS	82.14	75.57	122.82
LEASE COSTS***	105.35	106.10	84.42
DEPRECIATION	33.07	32.50	34.56

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