

2024

WAIKATO DAIRY FARMING BENCHMARKING

cooperaitken accountants
limited
creating freedom in your business



Index

Introduction	Page 2	50/50 Sharemilker	
Commentary	Page 2	- Statistics Snapshot	Page 12
Interpretation and Components of Statistics	Page 5	- Trendline of Cash Available for Tax, Debt Payment & Other Investment	Page 12
Farm Owner/Operator		- Profit & Loss Summary	Page 13
- Statistics Snapshot	Page 6	- Cash Available for Tax, Debt Payment & Other Investment	Page 13
- Trendline of Cash Available for Tax, Debt Payment & Other Investment	Page 6	- Profit & Loss Detail	Page 14
- Profit & Loss Summary	Page 7		
- Cash Available for Tax, Debt Payment & Other Investment	Page 7	Farm Owner with Contract Milker	
- Profit & Loss Detail	Page 8	- Statistics Snapshot	Page 15
Farm Owner with 50/50 Sharemilker		- Trendline of Cash Available for Tax, Debt Payment & Other Investment	Page 15
- Statistics Snapshot	Page 9	- Profit & Loss Summary	Page 16
- Trendline of Cash Available for Tax, Debt Payment & Other Investments	Page 9	- Cash Available for Tax, Debt Payment & Other Investment	Page 16
- Profit & Loss Summary	Page 10	- Profit & Loss Detail	Page 17
- Cash Available for Tax, Debt Payment & Other Investment	Page 10		
- Profit & Loss Detail	Page 11	Overall	Page 18

Introduction

The team at CooperAitken are pleased to present our Annual Farming Statistics package for the 2023/24 season.

These results are based on a selection of our clients who fit the group criteria and who also did not have significant business anomalies during the year, such as a significant re-structure. Therefore, the makeup of clients in the groups can vary each year. We note that the groups contain a variety of farm supplies, with the majority of those being Fonterra, including those on Fixed Milk Price Contracts and those that supply Winter Milk.

Our aim each year is to publish results after season end, based on actual cash trading data.

We continue to work on growth in the core client pool of data, and from there we can provide tailored solutions and data for individuals.

The Statistics package is broken into four main client groups;

1. Farm Owner Operators
2. Farm Owner with 50/50 Sharemilkers
4. 50/50 Sharemilkers
3. Farm Owner with Contract Milker

Each Group analysis has five sections;

- 1) Statistics Snapshot – a snapshot of key KPI's and 4 year trendlines for farmers
- 2) Trendline of Cash Available – 4 year Comparison of how the total Cash Income was spent and what is left over for Tax, Debt Repayment & Other Investment
- 3) Cash Available “Water fall Graph” – a graphic view of where Cash Income was generated, where it was spent, then the remaining cash available (for Investment, Debt Repayment and Tax)
- 4) Profit and Loss Summary – overview of Income and Expenditure and the funds remaining for Investment, Debt Repayment and Tax
- 5) Profit and Loss Detail – the full details reflected in dollars, per kg of milksolids, and per cow.

Commentary

Overarching comments

a) 2024 season saw some cost reductions for Fertiliser and Feed, and even the settling down of the costs for Fuel. However the Cost of Production (breakeven) increased across all categories, mainly due to the increase in Finance costs. It was good to see many participants adjusting their business operation and personal expenditure to manage this higher cost of production, which shows good financial and business management. We have seen that this proactive approach, combined with some lenders supporting their clients with either interest only terms or reduced loan repayments, has helped significantly increase working capital for the start of the 2024/25 season.

Commentary

b) The beginning of the 2023 season was a very wet one with higher rainfall through the winter than normal which led to tough winter/spring conditions. The farmers were feeling a little downtrodden with the weather and the predicted lower payout. To make matters worse they were behind in production in comparison to the previous year, trailing up to 4-7% behind in most cases. Production did not come right until after Christmas when the rain continued to come, and production started to catch up and, in most cases, moved ahead of the previous season.

c) The tight payout at the start of the season challenged farmers around the costs on farm, one of these being the feed they were purchasing. The quantity/cost was looked at more closely since it was one of their largest costs on farm, excluding interest. There was an increase in budgeting and early tax discussions, with CooperAitken supporting them in the early stages of this season. Some tough conversations were had around profitability and what was required to make a change that flowed through the first 8 months of the season. We encouraged better monitoring of cash flows and reviewing the farming systems that were in place and, where possible, brought in external consultants to advise on better farming practices.

d) The feed situation reversed in early summer with more grass being grown and more supplements being made. There were some bumper Maize crops due to the rain through the summer. With the grass growing right through it meant that they had to use less feed through the Summer and therefore had bumper amounts of supplement on hand 31 May. The cows were in good condition that improved the in-calf rates and set them up well for the winter. So overall the season went from being a dismal start to a very good season with extra production and feed on hand being at a higher level. In some cases, farmers still had feed on hand from the previous season that was not required over the Summer.

e) We saw a slowdown in both capital investment and debt repayment during the year, which was in response to managing lower Income expectations. The Dividend and Capital Return received by the Fonterra Farmers served as a major positive impact on cashflow.

f) Our stats showed consistent trends across participants which gives a strong benchmark for industry use. They are Waikato based, so Fonterra, Tatua, Synlait and OCD included in here which can sway the subsets with Dairy Payout (inclusive of Dividend). Our unique difference is publishing reports for the different categories, and we can produce individualised reports when required.

Comments per subset

1. Farm Owner

- General season trend of increased production per cow and producing more in 2024, with slightly less cows per Ha in this category.
- Cash Available for Tax payments, Debt Repayment and Other Investment, was heavily assisted for the farmers who received the Fonterra Capital Return.
- Overall Cost of Production up 2c per kgMS. Finance Costs a major component of total breakeven, up 65c per kgMS from last year.
- Farm Working Costs were down 73c per kgMS (-12%) which helped mitigate the Finance increase, with less spending in Feed (-18%), Fertiliser (-27%)
- We also saw Farmers adjusting lifestyle spending, by drawing down 11c less per kgMS (-12%).

2. Farm Owner with 50/50 Sharemilker

- Production increased (5%) but at a less rate than the Total Effective Ha increase (11%).
- The Fonterra Capital Return was also a welcomed cash injection by the farmers who received it.
- Total Cost of Production increased 26c per kgMS (8%), with the Finance cost increase 23c (55%) being the main driver.

Commentary

- The overall Operating cost structure (Farm Working costs) increased by 5c per kgMS so stayed relatively the same.
- Interestingly, there were still industry similarities in operating cost decreases like Fertiliser (-27%) and Feed (-19%)
- However, Repairs & Maintenance increased (32%) where we saw patterns of spending made on the Land Asset : cottages, drains, roads & races and fencing.
- Seeing a trend of more Farmers entering this category who have larger farms.

3. 50/50 Sharemilker

- Also follows the season trend of an increase production per cow
- Had a similar amount of total cash to manage as previous years, though cost structures increased so there was less available cash to work with.
- Net Income down 37%. Driven by Interest costs increasing from 22c per kgMS up to 46c per kgMS. Also noting that in 2022 it was 14c per kgMS.
- The priority of reinvestment in Cows appears to remain high on the agenda with Herd Improvement spend increasing by \$7.21 per Cow (15%).
Also note an increase in Animal Health costs of \$53.50 per Cow (48%)
- Feed spending decreased (-8%) which was not as big of a drop as the other categories. We also saw drawings decrease (-14%) in response to balance the increase in costs .

4. Farm Owner with Contract Milker

- An increase in Cows milked per Ha, where total Ha remained relatively the same as last year but follows an overall trend from 2021 as being bigger sized farms.
- Increase in Production per Cow (10%) is a good trend, which helped keep this Cash Available consistent with previous years.
- 2024 saw new entrants into the pool, who produced more than the few who exited. Seeing big productive farms solving labour problems with Contract Milkers.
- Actual Finance cost increased (20%) per Effective Ha, however because more was produced the effect on kgMS was much less (7%)
- Farm Working Costs decreased per kgMS (7%), counteracting with the increase in Finance spending.
- Fertiliser spending down per Ha (17%), which counteracted slightly by a slight increase in Feed per kgMS (2%) which given too that there was more production indicates a big difference to spending on feed compared to other categories.
- Animal Health costs notably also increased at \$23.02 per Cow (18%)

The trend going forward

- Recent Payout announcements are very welcomed by the industry, and farmers are looking ahead to debt repayment and reinvestment.
- After working with clients this past year to manage spending and costs that they could control, we are now looking forward to planning for a significant change in cashflow and profitability.
Tax planning will be on the forefront ensuring that this is allowed for in budgets.
- CooperAitken can assist with a tax forecast for budgets, particularly foreseeing the importance for farmers to put aside funds for increased tax in June 2025.
- The announced 2024/2025 season interest rate decreases are also very well received, being mindful that for some farmers it may take time to experience the benefits.
- Farms are enjoying healthy pasture growth going into the season, and we are seeing consistent positive reports of increases in production up around 10% this time on last year across Waikato.
- Finally, a comment for the industry is that we have been seeing a trend with more Farmers entering the Farm Owner with 50/50 Sharemilker category. It will be interesting to watch the number of farms being listed in the Waikato over the coming months, and observe if this category drops off with increased market confidence. Either way, with an improvement in Payout and interest rates coming down, it may allow for more purchasers to come forward.

WAIKATO DAIRY FARMING BENCHMARKING 2024

Interpretation and Components of Statistics

Interpretation of Statistics;

Dairy Payout per kg/MS : Average cash basis payout per milk solid. Includes last season's deferred & wet share dividends.

Farm Operating Costs per kg/MS : The average farm's basic Direct Cost's incurred per kg of milk solid. These are all the farm costs except for Lease, Depreciation and Interest.

Cost of Production per kg/MS: Are all the costs for the farm less nett Livestock Income and Other Farm Trading Income, and it is also known as the breakeven point. It is a measure of resilience, and is the minimum base milk price required.

Gross Operating Income per kg/MS: Measures the sustainability and viability of the core Milk Production activity is calculated as the Gross Milk Income, plus/less Stock Movement, less Farm Operating Costs.

Net Income per kg/MS: This is essentially what is leftover for drawings, taxes, principal repayments and reinvestment. It can be used as an indicator of overall financial health.

Drawings : Solely personal living expenses. Therefore this excludes personal taxes.

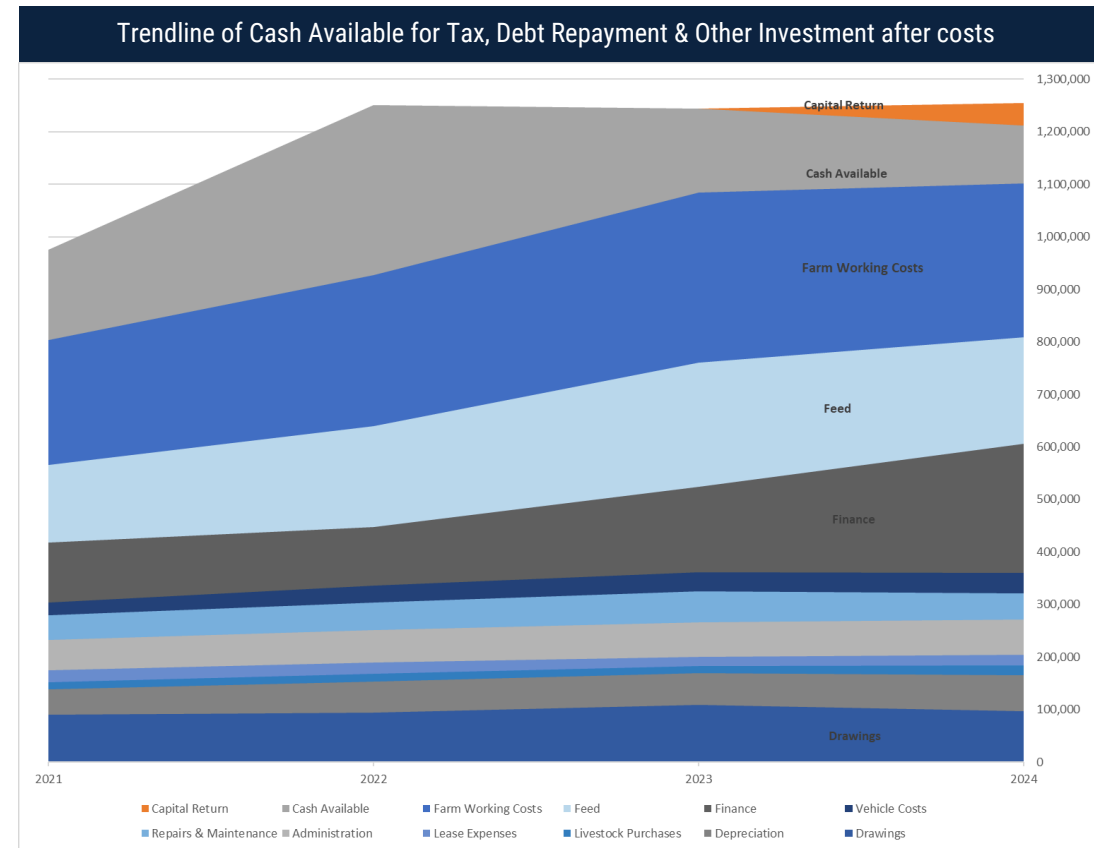
Components of Statistics;

	Farm Operating Costs	Cost of Production	Gross Operating Income	Net Income
Livestock Sales				
Livestock Purchases				
Milk Income				
Other Farm Trading Income				
Farm Working Costs				
Feed				
Repairs & Maintenance				
Vehicle Costs				
Administration (excl. Lease)				
Lease Expenses				
Finance Expenses				
Depreciation				
Other Income				

WAIKATO DAIRY FARMING BENCHMARKING 2024

Statistics Snapshot | Farm Owner / Operator

Statistics Snapshot	2021	2022	2023	2024	Trends
Number in Group	40	36	37	40	
Total Effective Farming area (ha)	114.23	115.73	116.55	115.78	
Cows milked	325	329	323	317	
Cows milked per ha	2.84	2.84	2.77	2.74	
Total kgMS	117,822	119,169	120,259	123,277	
Production per ha	1,031	1,030	1,032	1,065	
Production per Cow	363	362	373	389	
Dairy Payout per kgMS	\$7.49	\$9.60	\$9.41	\$8.89	
Livestock Sales per kgMS	\$0.62	\$0.69	\$0.74	\$0.71	
Farm Operating costs per kgMS	\$4.37	\$5.26	\$6.00	\$5.27	
Cost of Production per kgMS	\$5.30	\$6.14	\$7.26	\$7.28	
Gross Operating Income per kgMS	\$3.62	\$4.91	\$4.03	\$4.18	
Net Income per kgMS	\$2.22	\$3.51	\$2.23	\$2.03	
Animal Health cost per Cow	\$118.22	\$144.60	\$150.32	\$134.64	
Fertiliser cost per ha	\$423.14	\$587.19	\$786.52	\$571.53	
Herd Improvement Cost per Cow	\$52.32	\$55.40	\$58.62	\$64.66	
Repairs & Maintenance cost per ha	\$400.01	\$450.08	\$502.64	\$435.35	
Feed cost per kgMS	\$1.26	\$1.62	\$1.96	\$1.64	
Interest cost per ha	\$1,002.76	\$961.55	\$1,394.83	\$2,131.93	
Interest cost per kgMS	\$0.97	\$0.93	\$1.35	\$2.00	
Drawings per kgMS	\$0.77	\$0.79	\$0.90	\$0.79	
Drawings per ha	\$789.93	\$811.96	\$929.92	\$837.19	
Drawings per Cow	\$277.86	\$285.47	\$335.79	\$305.70	



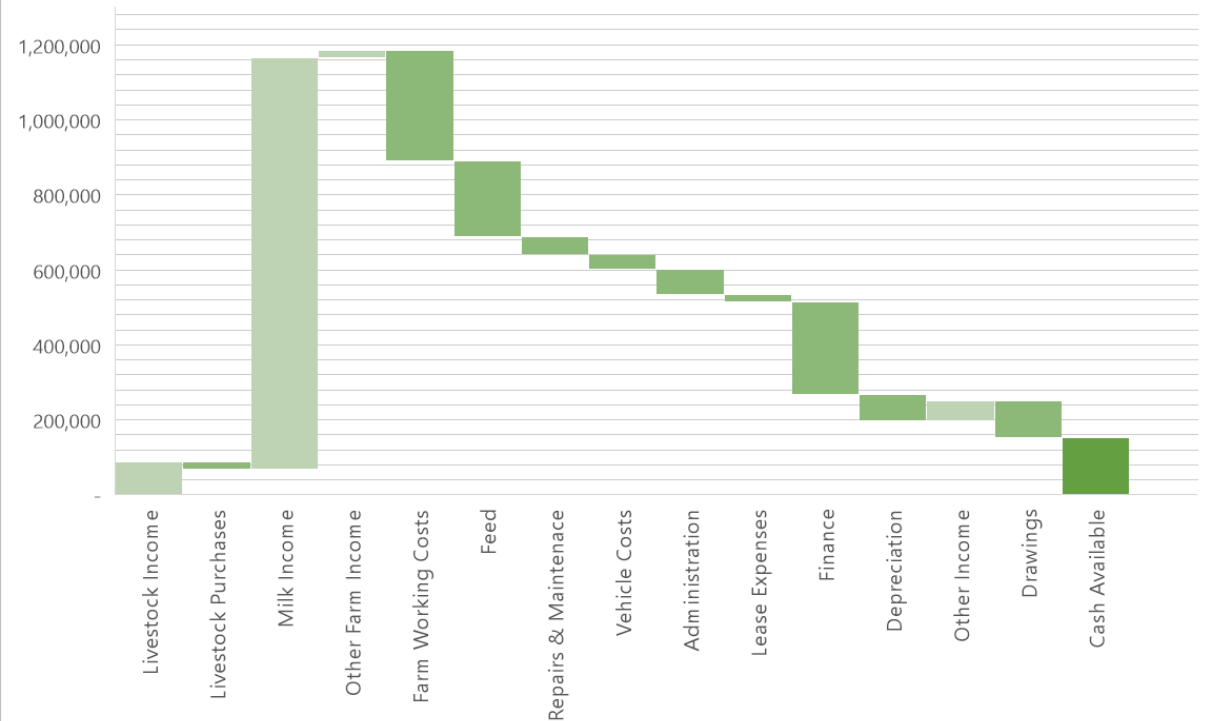
WAIKATO DAIRY FARMING BENCHMARKING 2024

Statistics Profit & Loss | Farm Owner / Operator

Profit and Loss Summary

	\$ Average	kgMS	\$ Per Cow
Gross Cash Income			
Production Income	1,096,019	8.89	3,456.50
Stock Income (nett)	68,973	0.56	217.52
	1,164,992	9.45	3,674.02
Less Farm Operating Expenses			
Feed	201,769	1.64	636.32
Wages	96,824	0.79	305.35
Other Farm Operating costs (excludes Interest & Lease)	351,260	2.85	1,107.77
	649,854	5.27	2,049.44
Gross Operating Cash Income	515,137	4.18	1,624.58
Plus Other Cash Income	71,021	0.58	223.98
Less Interest & Lease	267,865	2.17	844.76
Net cash from farming	318,293	2.58	1,003.80
Less Drawings (excludes Tax)	96,933	0.79	305.70
Less Depreciation (Asset Replacement)	68,571	0.56	216.25
Cash available for Tax, Debt Repayment & Other Investment	152,789	1.24	481.85

Cash Available for Tax, Debt Repayment & Other Investment



WAIKATO DAIRY FARMING BENCHMARKING 2024

Statistics Profit & Loss | Farm Owner / Operator

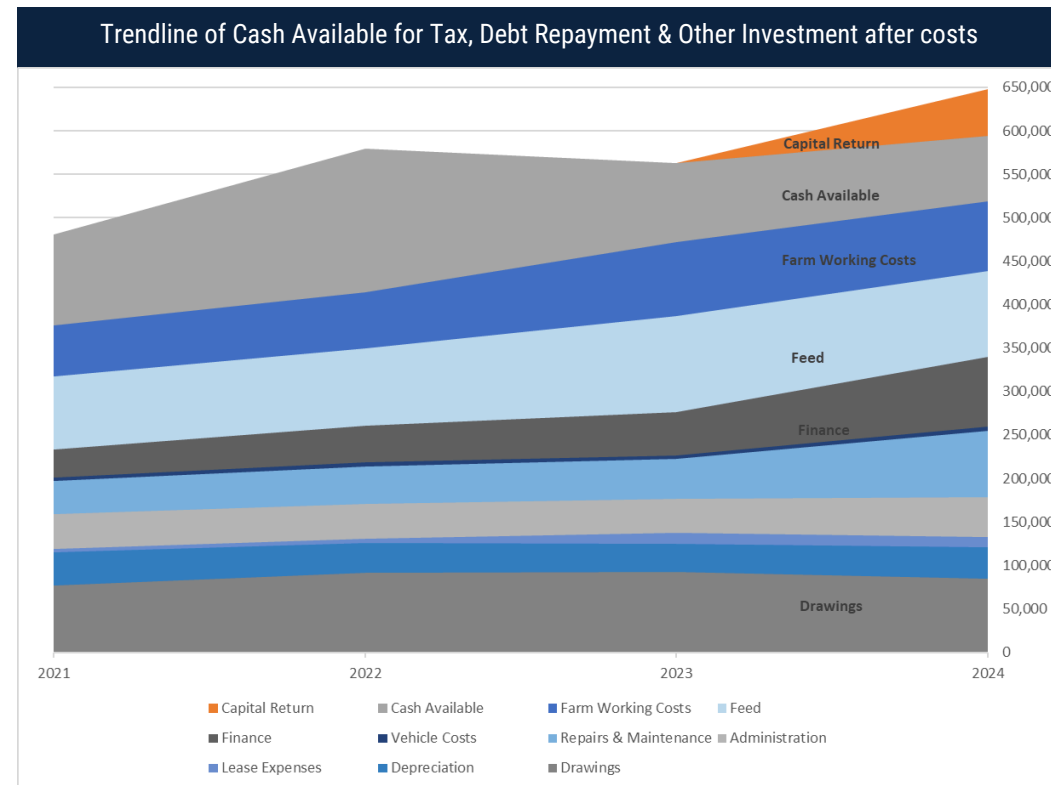
Profit and Loss Detail

	\$ Average	kqMS	\$ Per Cow		\$ Average	kqMS	\$ Per Cow		\$ Average	kqMS	\$ Per Cow
Farm Income								Administration Expenses			
Livestock Trading				Irrigation & Effluent Disposal	958	0.01	3.02	Accountancy & Advisory	12,516	0.10	39.47
Sales Dairy	87,165	0.71	274.89	Lease of Bulls	23	0.00	0.07	ACC Levies	5,235	0.04	16.51
less Purchases Dairy	(18,192)	(0.15)	(57.37)	Other Farm Working Expenses	4,024	0.03	12.69	Bank Fees & Charges	636	0.01	2.01
- Total	68,973	0.56	217.52	Pasture Seed & Sowing	12,008	0.10	37.87	Communication	427	0.00	1.35
Dairy Produce Income				Sharemilker	574	0.00	1.81	Computer, Software & Office Expenses	321	0.00	1.01
Milk Income	1,096,019	8.89	3,456.50	Subscription - Cow Manager	-	-	-	DairyNZ	7,158	0.06	22.57
- Total	1,096,019	8.89	3,456.50	Subscription - Halter	1,839	0.01	5.80	Directors' Fees	-	-	-
Other Farm Trading Income				Wages	95,591	0.78	301.46	Donations	8	0.00	0.02
Contracting	7,334	0.06	23.13	Wages - Contract Labour	1,210	0.01	3.81	Entertainment	468	0.00	1.48
Grazing	324	0.00	1.02	Weed & Pest Control	4,465	0.04	14.08	Fringe Benefit Tax	116	0.00	0.37
Hay & Silage	2,018	0.02	6.36	- Total	293,106	2.38	924.37	Health & Safety	72	0.00	0.23
Sundry Milk	318	0.00	1.00					Insurance	15,868	0.13	50.04
Sale of Calves	-	-	-	Feed				Lease	21,022	0.17	66.30
Sundry Farm Income	507	0.00	1.60	Feed Supplements - Purchased	119,720	0.97	377.56	Legal Fees	715	0.01	2.25
Lease Received	1,281	0.01	4.04	Feed Supplements - Made	22,116	0.18	69.75	Other Administration Expenses	545	0.00	1.72
Rent Received	2,868	0.02	9.04	Maize Expenses	33,664	0.27	106.17	Owners Residence	2,829	0.02	8.92
Rebates	718	0.01	2.27	Grazing	26,269	0.21	82.85	Rates	17,644	0.14	55.64
Other	4,448	0.04	14.03	- Total	201,769	1.64	636.32	Seminars & Conferences	22	0.00	0.07
- Total	19,816	0.16	62.49	Repairs and Maintenance				Staff Amenities	41	0.00	0.13
Total Farming Income	1,184,807	9.61	3,736.52	Buildings	915	0.01	2.89	Staff Recruitment	208	0.00	0.66
Less Expenses				Dairy Shed Plant	7,725	0.06	24.36	Staff Training	107	0.00	0.34
Farm Working Expenses				Drainage	3,221	0.03	10.16	Subscriptions, Licences & Permits	1,393	0.01	4.39
Animal Health	42,694	0.35	134.64	Effluent System	1,492	0.01	4.70	Travel Expenses	62	0.00	0.19
Calf Rearing	14,960	0.12	47.18	Employee Residence	9,707	0.08	30.61	Valuation Fees	133	0.00	0.42
Consultancy Fees	1,189	0.01	3.75	Farm Tracks & Races	7,852	0.06	24.76	Wages - Administration	24	0.00	0.08
Contracting	-	-	-	Fencing & Hedges	6,211	0.05	19.59	- Total	87,723	0.71	276.65
Cultivation Costs	389	0.00	1.23	Plant & Equipment	8,140	0.07	25.67	Finance Expenses			
Dairy Shed Expenses	7,236	0.06	22.82	Riparian Planting	54	0.00	0.17	- Total	246,843	2.00	778.47
Electricity & Gas	18,782	0.15	59.23	Service Line	60	0.00	0.19	Depreciation Expenses			
Fertiliser	40,209	0.33	126.81	Water Reticulation	4,382	0.04	13.82	- Total	68,571	0.56	216.25
Fertiliser - Urea	22,722	0.18	71.66	Yards & Surrounds	647	0.01	2.04	Total Expenses	986,291	8.00	3,110.46
Freight & Cartage	3,243	0.03	10.23	- Total	50,407	0.41	158.97	Other Income			
Hack Expenses	488	0.00	1.54	Vehicle Expenses				Dividends Received	6,731	0.05	21.23
Herd Improvement	20,504	0.17	64.66	Car Expenses	2,467	0.02	7.78	Interest Received	998	0.01	3.15
				Farm Bike Expenses	5,560	0.05	17.53	FBT Contribution	1,136	0.01	3.58
				Fuel & Oil	11,549	0.09	36.42	Profit (Loss) on Disposal of Investments	42,340	0.34	133.53
				Tractor Expenses	12,361	0.10	38.98	- Total	51,205	0.42	161.48
				Truck Expenses	5,935	0.05	18.72	Net Income	249,722	2.03	787.55
				- Total	37,871	0.31	119.43				

WAIKATO DAIRY FARMING BENCHMARKING 2024

Statistics Snapshot | Farm Owner with 50/50 Sharemilker

Statistics Snapshot	2021	2022	2023	2024	Trends
Number in Group	21	24	25	30	
Total Effective Farming area (ha)	103.48	100.67	100.04	110.97	
Total kgMS	123,371	113,940	117,117	123,418	
Production per ha	1,192	1,132	1,219	1,112	
Dairy Payout per kgMS	\$3.79	\$4.90	\$4.66	\$4.67	
Farm Operating costs per kgMS	\$1.82	\$2.12	\$2.43	\$2.48	
Cost of Production per kgMS	\$2.35	\$2.69	\$3.16	\$3.42	
Gross Operating Income per kgMS	\$1.96	\$2.78	\$2.24	\$2.19	
Net Income per kgMS	\$1.47	\$2.26	\$1.57	\$1.73	
Fertiliser cost per ha	\$380.88	\$411.94	\$642.32	\$468.50	
Repairs & Maintenance cost per ha	\$363.85	\$432.71	\$478.67	\$686.91	
Feed cost per kgMS	\$0.68	\$0.78	\$0.95	\$0.80	
Interest cost per ha	\$309.82	\$417.89	\$512.91	\$723.46	
Interest cost per kgMS	\$0.26	\$0.37	\$0.42	\$0.65	
Drawings per kgMS	\$0.63	\$0.81	\$0.79	\$0.69	
Drawings per ha	\$746.94	\$913.29	\$966.30	\$765.85	



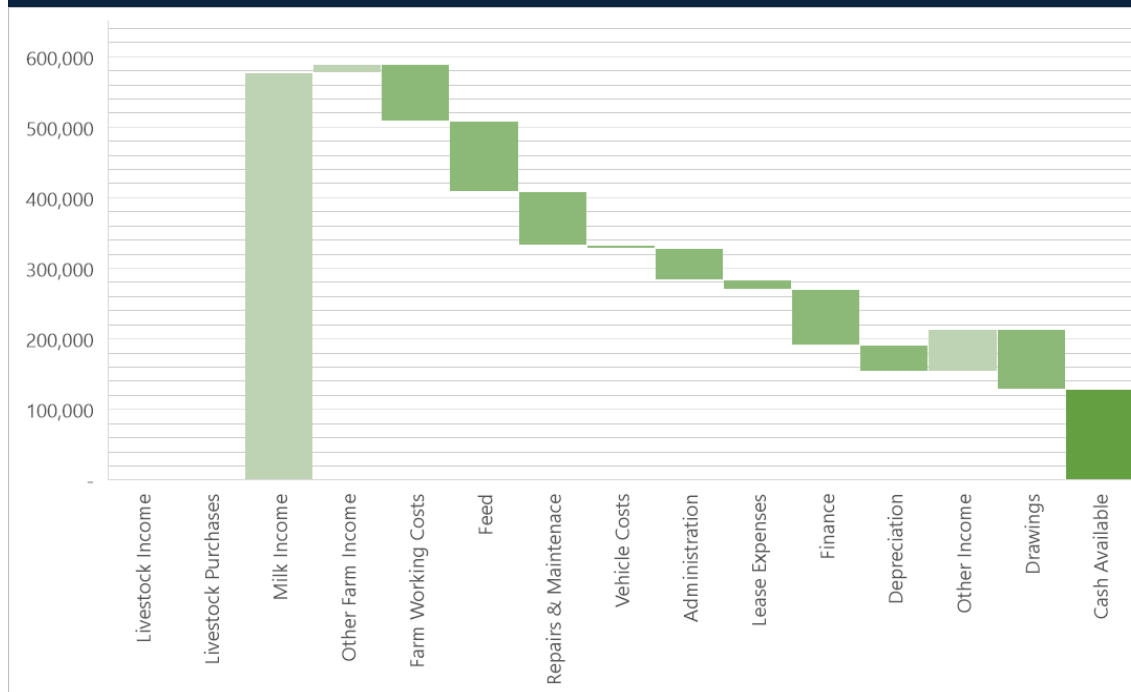
WAIKATO DAIRY FARMING BENCHMARKING 2024

Statistics Profit & Loss | Farm Owner with 50/50 Sharemilker

Profit and Loss Summary

	\$ Average	kgMS
Gross Cash Income		
Production Income	576,414	4.67
Stock Income (nett)	-	-
	576,414	4.67
Less Farm Operating Expenses		
Feed	99,050	0.80
Wages	6,076	0.05
Other Farm Operating costs (excludes Interest & Lease)	200,733	1.63
	305,858	2.48
Gross Operating Cash Income	270,556	2.19
Plus Other Cash Income	71,289	0.58
Less Interest & Lease	92,492	0.75
Net cash from farming	249,353	2.02
Less Drawings (excludes Tax)	84,984	0.69
Less Depreciation (Asset Replacement)	35,876	0.29
Cash available for Tax, Debt Repayment & Other Investment	128,493	1.04

Cash Available for Tax, Debt Repayment & Other Investment



WAIKATO DAIRY FARMING BENCHMARKING 2024

Statistics Profit & Loss | Farm Owner with 50/50 Sharemilker

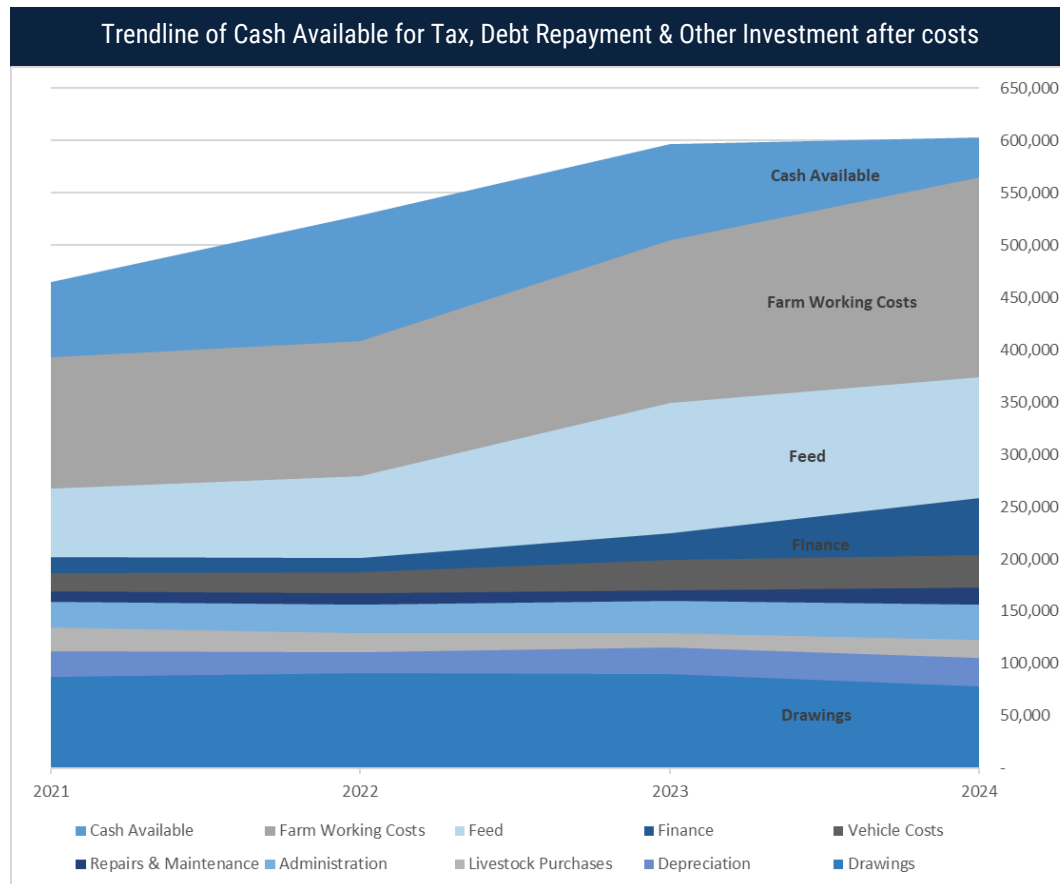
Profit and Loss Detail

	\$ Average	kgMS		\$ Average	kgMS		\$ Average	kgMS
Farm Income						Administration Expenses		
Livestock Trading			Irrigation & Effluent Disposal	1,068	0.01	Accountancy & Advisory	9,111	0.07
Sales Dairy	-	-	Lease of Bulls	-	-	ACC Levies	483	0.00
Less Purchases Dairy	-	-	Other Farm Working Expenses	770	0.01	Bank Fees & Charges	688	0.01
- Total	-	-	Pasture Seed & Sowing	7,286	0.06	Communication	235	0.00
Dairy Produce Income			Sharemilker	-	-	Computer, Software & Office Expenses	88	0.00
Milk Income	576,414	4.67	Subscription - Cow Manager	-	-	DairyNZ	3,855	0.03
- Total	576,414	4.67	Subscription - Halter	-	-	Directors' Fees	-	-
Other Farm Trading Income			Wages	5,471	0.04	Donations	3	0.00
Contracting	928	0.01	Wages - Contract Labour	-	-	Entertainment	214	0.00
Grazing	1,321	0.01	Weed & Pest Control	4,444	0.04	Fringe Benefit Tax	-	-
Hay & Silage	486	0.00	- Total	80,479	0.65	Health & Safety	36	0.00
Sundry Milk	-	-	Feed			Insurance	9,627	0.08
Sale of Calves	151	0.00	Feed Supplements - Purchased	58,826	0.48	Lease	12,212	0.10
Sundry Farm Income	87	0.00	Feed Supplements - Made	10,578	0.09	Legal Fees - Deductible	246	0.00
Lease Received	5,460	0.04	Maize Expenses	12,975	0.11	Other Administration Expenses	234	0.00
Rent Received	253	0.00	Grazing	16,671	0.14	Owners Residence	1,987	0.02
Rebates	9	0.00	- Total	99,050	0.80	Rates	17,311	0.14
Other	2,111	0.02	Repairs and Maintenance			Seminars & Conferences	-	-
- Total	12,551	0.10	Buildings	4,367	0.04	Staff Amenities	-	-
Total Farming Income	588,965	4.77	Dairy Shed Plant	6,438	0.05	Staff Recruitment	-	-
Less Expenses			Drainage	3,960	0.03	Staff Training	-	-
Farm Working Expenses			Effluent System	3,491	0.03	Subscriptions, Licences & Permits	547	0.00
Animal Health	916	0.01	Employee Residence	19,011	0.15	Travel Expenses	44	0.00
Calf Rearing	2,509	0.02	Farm Tracks & Races	14,644	0.12	Valuation Fees	-	-
Consultancy Fees	1,884	0.02	Fencing & Hedges	12,424	0.10	Wages - Administration	604	0.00
Contracting	1,601	0.01	Plant & Equipment	2,111	0.02	- Total	57,542	0.47
Cultivation Costs	303	0.00	Riparian Planting	1,902	0.02	Finance Expenses		
Dairy Shed Expenses	1,562	0.01	Service Line	8	0.00	- Total	80,280	0.65
Electricity & Gas	645	0.01	Water Reticulation	5,155	0.04	Depreciation Expenses		
Fertiliser	40,697	0.33	Yards & Surrounds	2,713	0.02	- Total	35,876	0.29
Fertiliser - Urea	10,189	0.08	- Total	76,224	0.62	Total Expenses	434,226	3.52
Freight & Cartage	1,101	0.01	Vehicle Expenses			Other Income		
Hack Expenses	-	-	Car Expenses	1,011	0.01	Dividends Received	1,841	0.01
Herd Improvement	33	0.00	Farm Bike Expenses	245	0.00	Interest Received	3,202	0.03
			Fuel & Oil	907	0.01	FBT Contribution	87	0.00
			Tractor Expenses	1,054	0.01	Profit (Loss) on Disposal of Investments	53,608	0.43
			Truck Expenses	1,559	0.01	- Total	58,738	0.48
			- Total	4,776	0.04	Net Income	213,477	1.73

WAIKATO DAIRY FARMING BENCHMARKING 2024

Statistics Snapshot | 50/50 Sharemilker

Statistics Snapshot	2021	2022	2023	2024	Trends
Number in Group	14	15	18	15	
Cows milked	299	306	324	318	
Total kgMS	109,135	97,616	119,101	120,103	
Production per Cow	364	320	368	377	
Dairy Payout per kgMS	\$3.67	\$4.69	\$4.35	\$4.28	
Livestock Sales per kgMS	\$0.49	\$0.58	\$0.62	\$0.66	
Farm Operating costs per kgMS	\$2.24	\$2.71	\$2.93	\$3.20	
Cost of Production per kgMS	\$2.22	\$2.56	\$2.84	\$3.34	
Gross Operating Income per kg/MS	\$1.72	\$2.37	\$1.92	\$1.60	
Net Income per kgMS	\$1.45	\$2.15	\$1.53	\$0.97	
Animal Health cost per Cow	\$91.46	\$98.65	\$110.38	\$163.88	
Feed cost per kgMS	\$0.60	\$0.80	\$1.04	\$0.96	
Herd Improvement per Cow	\$67.21	\$53.83	\$47.43	\$54.64	
Interest cost per kgMS	\$0.14	\$0.14	\$0.22	\$0.46	
Drawings per kgMS	\$0.80	\$0.93	\$0.76	\$0.65	
Drawings per Cow	\$290.10	\$295.75	\$278.09	\$245.99	



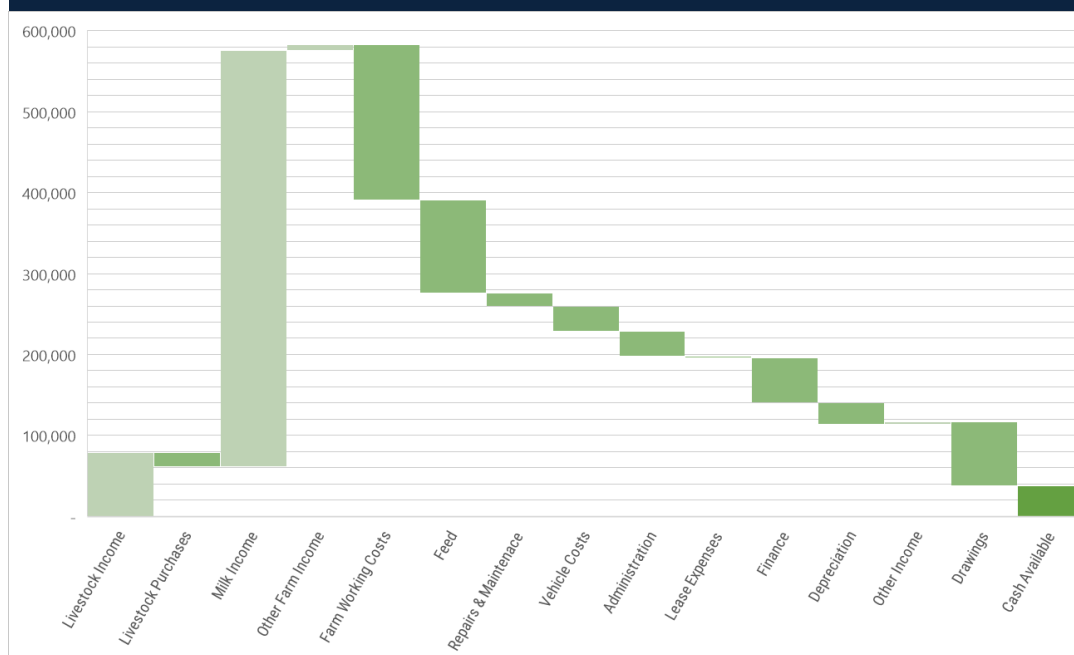
WAIKATO DAIRY FARMING BENCHMARKING 2024

Statistics Profit & Loss | 50/50 Sharemilker

Profit and Loss Summary

	\$ Average	kgMS	Per Cow
Gross Cash Income			
Production Income	514,230	4.28	1,616.09
Stock Income (nett)	61,639	0.51	193.71
	575,868	4.79	1,809.81
Less Farm Operating Expenses			
Feed	115,744	0.96	363.75
Wages	60,448	0.50	189.97
Other Farm Operating costs (excludes Interest & Lease)	208,011	1.73	653.72
	384,203	3.20	1,207.45
Gross Operating Cash Income	191,666	1.60	602.36
Plus Other Cash Income	9,390	0.08	29.51
Less Interest & Lease	57,675	0.48	181.26
Net cash from farming	143,381	1.19	450.61
Less Drawings (excludes Tax)	78,272	0.65	245.99
Less Depreciation (Asset Replacement)	27,074	0.23	85.09
Cash available for Tax, Debt Repayment & Other Investment	38,036	0.32	119.54

Cash Available for Tax, Debt Repayment & Other Investment



WAIKATO DAIRY FARMING BENCHMARKING 2024

Statistics Profit & Loss | 50/50 Sharemilker

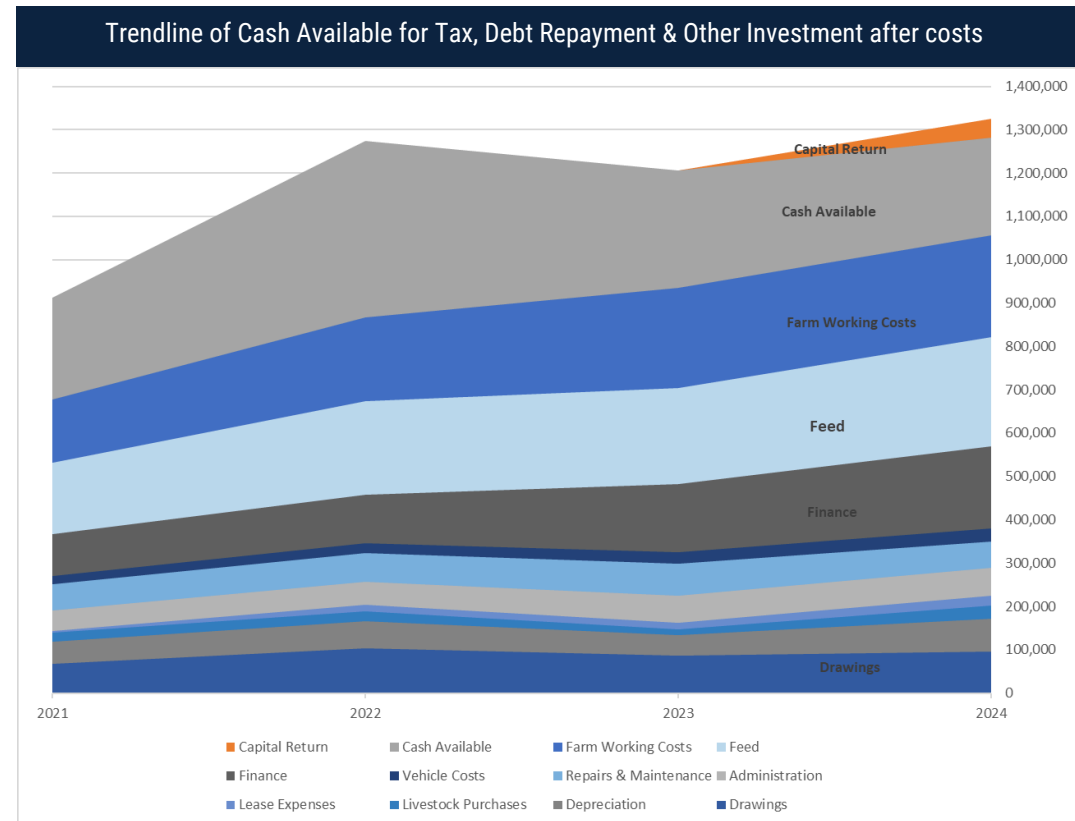
Profit and Loss Detail

	\$ Average	kqMS	Per Cow		\$ Average	kqMS	Per Cow		\$ Average	kqMS	Per Cow
Farm Income								Administration Expenses			
Livestock Trading				Irrigation & Effluent Disposal	-	-	-	Accountancy & Advisory	8,416	0.07	26.45
Sales Dairy	79,331	0.66	249.32	Lease of Bulls	1,543	0.01	4.85	ACC Levies	4,676	0.04	14.70
Less Purchases Dairy	(17,692)	(0.15)	(55.60)	Other Farm Working Expenses	3,980	0.03	12.51	Bank Fees & Charges	319	0.00	1.00
- Total	61,639	0.51	193.71	Pasture Seed & Sowing	2,258	0.02	7.09	Communication	977	0.01	3.07
Dairy Produce Income				Sharemilker	-	-	-	Computer, Software & Office Expenses	237	0.00	0.75
Milk Income	514,230	4.28	1,616.09	Subscription - Cow Manager	-	-	-	DairyNZ	3,167	0.03	9.95
- Total	514,230	4.28	1,616.09	Subscription - Halter	2,163	0.02	6.80	Directors' Fees	-	-	-
Other Farm Trading Income				Wages	59,801	0.50	187.94	Donations	10	0.00	0.03
Contracting	-	-	-	Wages - Contract Labour	647	0.01	2.03	Entertainment	153	0.00	0.48
Grazing	1,734	0.01	5.45	Weed & Pest Control	1,318	0.01	4.14	Fringe Benefit Tax	-	-	-
Hay & Silage	-	-	-	- Total	191,259	1.59	601.08	Health & Safety	169	0.00	0.53
Sundry Milk	-	-	-	Feed				Insurance	5,273	0.04	16.57
Sale of Calves	-	-	-	Feed Supplements - Purchased	60,706	0.51	190.78	Lease	2,928	0.02	9.20
Sundry Farm Income	3,382	0.03	10.63	Feed Supplements - Made	17,166	0.14	53.95	Legal Fees - Deductible	58	0.00	0.18
Lease Received	-	-	-	Maize Expenses	8,397	0.07	26.39	Other Administration Expenses	794	0.01	2.50
Rent Received	-	-	-	Grazing	29,475	0.25	92.63	Owners Residence	2,075	0.02	6.52
Rebates	616	0.01	1.94	- Total	115,744	0.96	363.75	Rates	520	0.00	1.63
Other	911	0.01	2.86	Repairs and Maintenance				Seminars & Conferences	-	-	-
- Total	6,643	0.06	20.88	Buildings	152	0.00	0.48	Staff Amenities	52	0.00	0.16
Total Farming Income	582,512	4.85	1,830.68	Dairy Shed Plant	1,017	0.01	3.20	Staff Recruitment	931	0.01	2.93
Less Expenses				Drainage	562	0.00	1.77	Staff Training	131	0.00	0.41
Farm Working Expenses				Effluent System	361	0.00	1.14	Subscriptions, Licences & Permits	2,342	0.02	7.36
Animal Health	52,145	0.43	163.88	Employee Residence	549	0.00	1.72	Travel Expenses	344	0.00	1.08
Calf Rearing	6,874	0.06	21.60	Farm Tracks & Races	907	0.01	2.85	Valuation Fees	-	-	-
Consultancy Fees	518	0.00	1.63	Fencing & Hedges	2,092	0.02	6.57	Wages - Administration	-	-	-
Contracting	115	0.00	0.36	Plant & Equipment	7,069	0.06	22.22	- Total	33,701	0.28	105.91
Cultivation Costs	253	0.00	0.80	Riparian Planting	662	0.01	2.08	Finance Expenses			
Dairy Shed Expenses	7,543	0.06	23.71	Service Line	-	-	-	- Total	54,747	0.46	172.06
Electricity & Gas	18,373	0.15	57.74	Water Reticulation	1,536	0.01	4.83	Depreciation Expenses			
Fertiliser	3,412	0.03	10.72	Yards & Surrounds	477	0.00	1.50	- Total	27,074	0.23	85.09
Fertiliser - Urea	10,643	0.09	33.45	- Total	16,259	0.14	51.10	Total Expenses	468,951	3.90	1,473.79
Freight & Cartage	2,285	0.02	7.18	Vehicle Expenses				Other Income			
Hack Expenses	-	-	-	Car Expenses	2,962	0.02	9.31	Dividends Received	847	0.01	2.66
Herd Improvement	17,388	0.14	54.64	Farm Bike Expenses	5,311	0.04	16.69	Interest Received	398	0.00	1.25
				Fuel & Oil	7,339	0.06	23.07	FBT Contribution	174	0.00	0.55
				Tractor Expenses	11,247	0.09	35.35	Profit (Loss) on Disposal of Investments	1,328	0.01	4.17
				Truck Expenses	3,308	0.03	10.40	- Total	2,747	0.02	8.63
				- Total	30,168	0.25	94.81	Net Income	116,307	0.97	365.52

WAIKATO DAIRY FARMING BENCHMARKING 2024

Statistics Snapshot | Farm Owner with Contract Milker

Statistics Snapshot	2021	2022	2023	2024	Trends
Number in Group	13	16	14	16	
Total Effective Farming area (ha)	116.77	130.63	128.87	128.93	
Cows milked	333	383	361	366	
Cows milked per ha	2.85	2.93	2.80	2.84	
Total kgMS	128,328	140,918	134,946	151,074	
Production per ha	1,099	1,079	1,047	1,172	
Production per Cow	386	368	374	413	
Dairy Payout per kgMS	\$6.31	\$8.20	\$8.12	\$7.67	
Livestock Sales per kgMS	\$0.57	\$0.61	\$0.67	\$0.69	
Farm Operating costs per kgMS	\$3.41	\$3.93	\$4.56	\$4.26	
Cost of Production per kgMS	\$3.99	\$4.65	\$5.53	\$5.62	
Gross Operating Income per kgMS	\$3.30	\$4.73	\$4.13	\$3.90	
Net Income per kgMS	\$2.36	\$3.62	\$2.65	\$2.41	
Animal Health cost per Cow	\$107.20	\$139.34	\$127.78	\$150.80	
Fertiliser cost per ha	\$434.52	\$548.24	\$771.43	\$624.38	
Herd Improvement per Cow	\$52.00	\$60.97	\$65.26	\$61.44	
Repairs & Maintenance cost per ha	\$508.78	\$507.25	\$581.85	\$459.51	
Feed cost per kgMS	\$1.29	\$1.53	\$1.64	\$1.67	
Interest cost per ha	\$825.04	\$848.26	\$1,222.58	\$1,465.51	
Interest cost per kgMS	\$0.75	\$0.79	\$1.17	\$1.25	
Drawings per kgMS	\$0.52	\$0.73	\$0.64	\$0.63	
Drawings per ha	\$569.55	\$790.02	\$670.77	\$742.28	
Drawings per Cow	\$199.87	\$269.55	\$239.41	\$261.53	



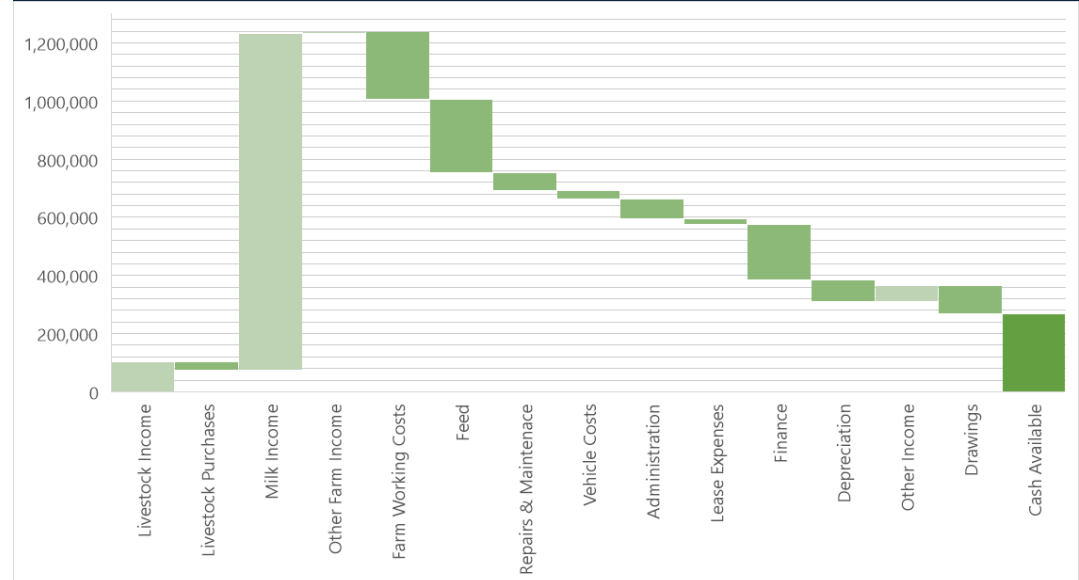
WAIKATO DAIRY FARMING BENCHMARKING 2024

Statistics Profit & Loss | Farm Owner with Contract Milker

Profit and Loss Summary

	<u>\$ Average</u>	<u>kgMS</u>	<u>Per Cow</u>
Gross Cash Income			
Production Income	1,159,135	7.67	3,167.66
Stock Income (nett)	73,677	0.49	201.34
	1,232,812	8.16	3,369.00
Less Farm Operating Expenses			
Feed	252,389	1.67	689.72
Wages	20,804	0.14	56.85
Other Farm Operating costs (excludes Interest & Lease)	369,681	2.45	1,010.26
	642,875	4.26	1,756.83
Gross Operating Cash Income	589,938	3.90	1,612.17
Plus Other Cash Income	61,094	0.40	166.96
Less Interest & Lease	210,254	1.39	574.58
Net cash from farming	440,777	2.92	1,204.55
Less Drawings (excludes Tax)	95,702	0.63	261.53
Less Depreciation (Asset Replacement)	76,006	0.50	207.71
Cash available for Tax, Debt Repayment & Other Investment	269,070	1.78	735.31

Cash Available for Tax, Debt Repayment & Other Investment



WAIKATO DAIRY FARMING BENCHMARKING 2024

Statistics Profit & Loss | Farm Owner with Contract Milker

Profit and Loss Detail

	\$ Average	kgMS	Per Cow		\$ Average	kgMS	Per Cow		\$ Average	kgMS	Per Cow
Farm Income								Administration Expenses			
Livestock Trading				Irrigation & Effluent Disposal	2,114	0.01	5.78	Accountancy & Advisory	9,703	0.06	26.52
Sales Dairy	104,444	0.69	285.42	Lease of Bulls	1,063	0.01	2.91	ACC Levies	3,024	0.02	8.26
Less Purchases Dairy	(30,767)	(0.20)	(84.08)	Other Farm Working Expenses	2,816	0.02	7.70	Bank Fees & Charges	655	0.00	1.79
- Total	73,677	0.49	201.34	Pasture Seed & Sowing	10,903	0.07	29.80	Communication	563	0.00	1.54
Dairy Produce Income				Sharemilker	365	0.00	1.00	Computer, Software & Office Expenses	477	0.00	1.30
Milk Income	1,159,135	7.67	3,167.66	Subscription - Cow Manager	499	0.00	1.36	DairyNZ	8,962	0.06	24.49
- Total	1,159,135	7.67	3,167.66	Subscription - Halter	3,998	0.03	10.92	Directors' Fees	549	0.00	1.50
Other Farm Trading Income				Wages	20,161	0.13	55.09	Donations	38	0.00	0.10
Contracting	14	0.00	0.04	Wages - Contract Labour	644	0.00	1.76	Entertainment	103	0.00	0.28
Grazing	-	-	-	Weed & Pest Control	6,433	0.04	17.58	Fringe Benefit Tax	-	-	-
Hay & Silage	207	0.00	0.57	- Total	233,640	1.55	638.49	Health & Safety	56	0.00	0.15
Sundry Milk	125	0.00	0.34	Feed				Insurance	13,370	0.09	36.54
Sale of Calves	-	-	-	Feed Supplements - Purchased	141,134	0.93	385.69	Lease	21,307	0.14	58.23
Sundry Farm Income	166	0.00	0.45	Feed Supplements - Made	34,759	0.23	94.99	Legal Fees - Deductible	134	0.00	0.37
Lease Received	1,494	0.01	4.08	Maize Expenses	37,078	0.25	101.33	Other Administration Expenses	197	0.00	0.54
Rent Received	1,049	0.01	2.87	Grazing	39,419	0.26	107.72	Owners Residence	3,201	0.02	8.75
Rebates	442	0.00	1.21	- Total	252,389	1.67	689.72	Rates	23,957	0.16	65.47
Other	2,589	0.02	7.08	Repairs and Maintenance				Seminars & Conferences	-	-	-
- Total	6,165	0.04	16.85	Buildings	2,570	0.02	7.02	Staff Amenities	-	-	-
Total Farming Income	1,238,977	8.20	3,385.85	Dairy Shed Plant	10,611	0.07	29.00	Staff Recruitment	-	-	-
Less Expenses				Drainage	2,316	0.02	6.33	Staff Training	-	-	-
Farm Working Expenses				Effluent System	2,352	0.02	6.43	Subscriptions, Licences & Permits	915	0.01	2.50
Animal Health	55,181	0.37	150.80	Employee Residence	8,081	0.05	22.08	Travel Expenses	165	0.00	0.45
Calf Rearing	15,928	0.11	43.53	Farm Tracks & Races	10,468	0.07	28.61	Valuation Fees	47	0.00	0.13
Consultancy Fees	3,223	0.02	8.81	Fencing & Hedges	7,540	0.05	20.61	Wages - Administration	-	-	-
Contracting	-	-	-	Plant & Equipment	9,490	0.06	25.93	- Total	87,422	0.58	238.91
Cultivation Costs	395	0.00	1.08	Riparian Planting	160	0.00	0.44	Finance Expenses			
Dairy Shed Expenses	2,664	0.02	7.28	Service Line	82	0.00	0.22	- Total	188,947	1.25	516.35
Electricity & Gas	4,268	0.03	11.66	Water Reticulation	4,653	0.03	12.71	Depreciation Expenses			
Fertiliser	51,777	0.34	141.49	Yards & Surrounds	921	0.01	2.52	- Total	76,006	0.50	207.71
Fertiliser - Urea	23,598	0.16	64.49	- Total	59,244	0.39	161.90	Total Expenses	929,135	6.15	2,539.12
Freight & Cartage	5,127	0.03	14.01	Vehicle Expenses				Other Income			
Hack Expenses	-	-	-	Car Expenses	2,033	0.01	5.56	Dividends Received	8,427	0.06	23.03
Herd Improvement	22,484	0.15	61.44	Farm Bike Expenses	1,810	0.01	4.95	Interest Received	2,220	0.01	6.07
				Fuel & Oil	12,015	0.08	32.83	FBT Contribution	1,557	0.01	4.25
				Tractor Expenses	10,995	0.07	30.05	Profit (Loss) on Disposal of Investments	42,725	0.28	116.76
				Truck Expenses	4,633	0.03	12.66	- Total	54,929	0.36	150.11
				- Total	31,486	0.21	86.04	Net Income	364,771	2.41	996.84

Overall

There is good value in benchmarking and we encourage everyone to measure their results against our statistics.

If you would like to look into specific benchmarking and budgeting for your own situation, please contact our team.

We can discuss how we can assist your farming business through benchmarking and our wider range of specialised agri based services.



0800 866 191



mail@cooperaitken.co.nz



cooperaitken.co.nz