

Monthly Overview

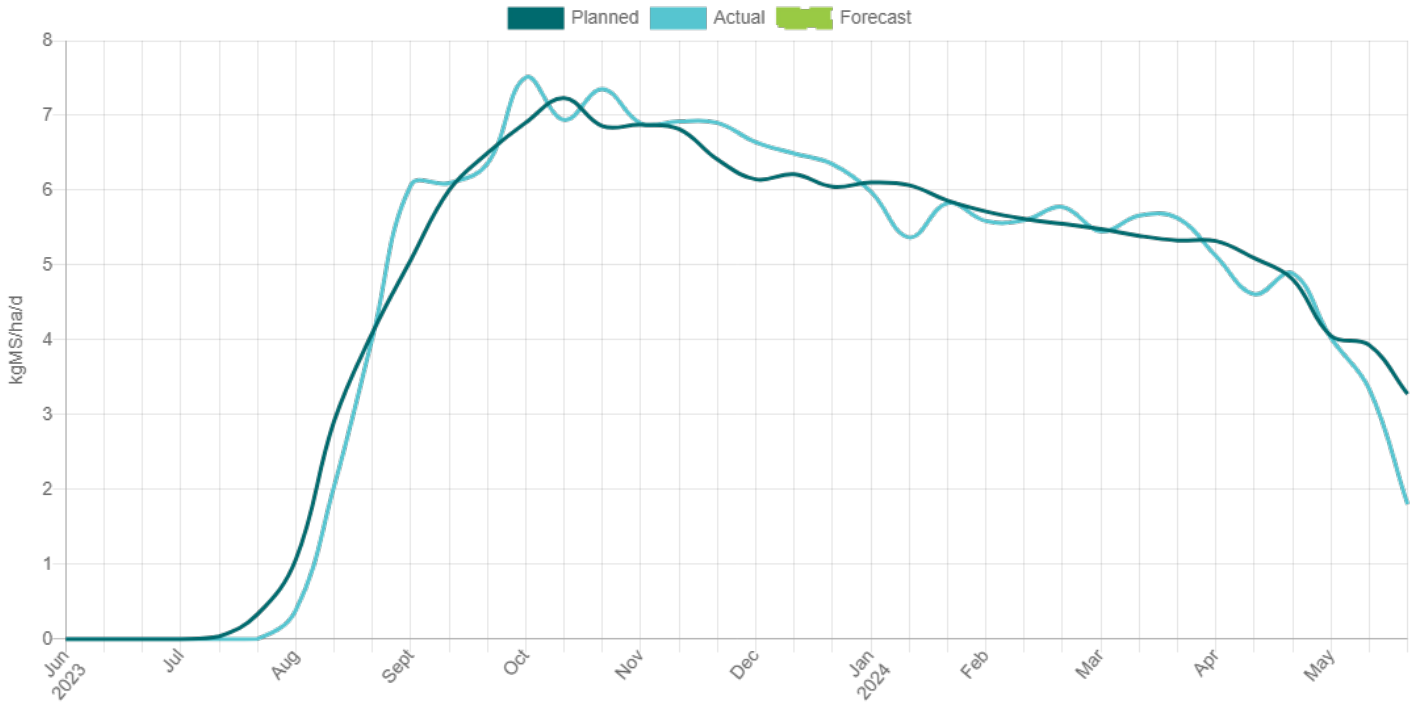
KPI		May Plan	May Actual	June Forecast
Milking Cows	cows	0	0 ●	-
Dry Cows	cows	482	407	-
Total Cows	cows	482	407	-
Grazing Area	ha	160	160	-
Cows/ha	cows/ha	3.0	2.7	-
Pasture End Cover	kgDM/ha	1,831	1,875	-
Pasture Net Growth	kgDM/ha/d	27.0	26.8	-
Total Demand	kgDM	277,908	226,782	-
Production				
Milks Solids Total	kg	18,547	14,972 ●	-
Milk Solids/cow/d	kg/cow/d	1.20	1.12 ●	-
Milk Solids/ha/d	kg/ha/d	3.74	3.02 ●	-
Feed Use				
Pasture	kgDM/milker	13.9	16.9	-
Concentrates	kgDM/milker	0.0	0.0	-
Pasture Silage	kgDM/milker	5.0	1.1	-
Maize Silage	kgDM/milker	0.0	0.0	-
Hay/Straw	kgDM/milker	0.0	0.0	-
PKE	kgDM/milker	0.0	0.0	-
Crop	kgDM/milker	0.0	0.0	-
Other	kgDM/milker	0.0	0.0	-
Total	kgDM/milker	18.9	18.0 ●	-
Feed Conversion Efficiency	kgDM/kgMS	15.0	15.1 ●	-

Compare Physical Summary (Season)

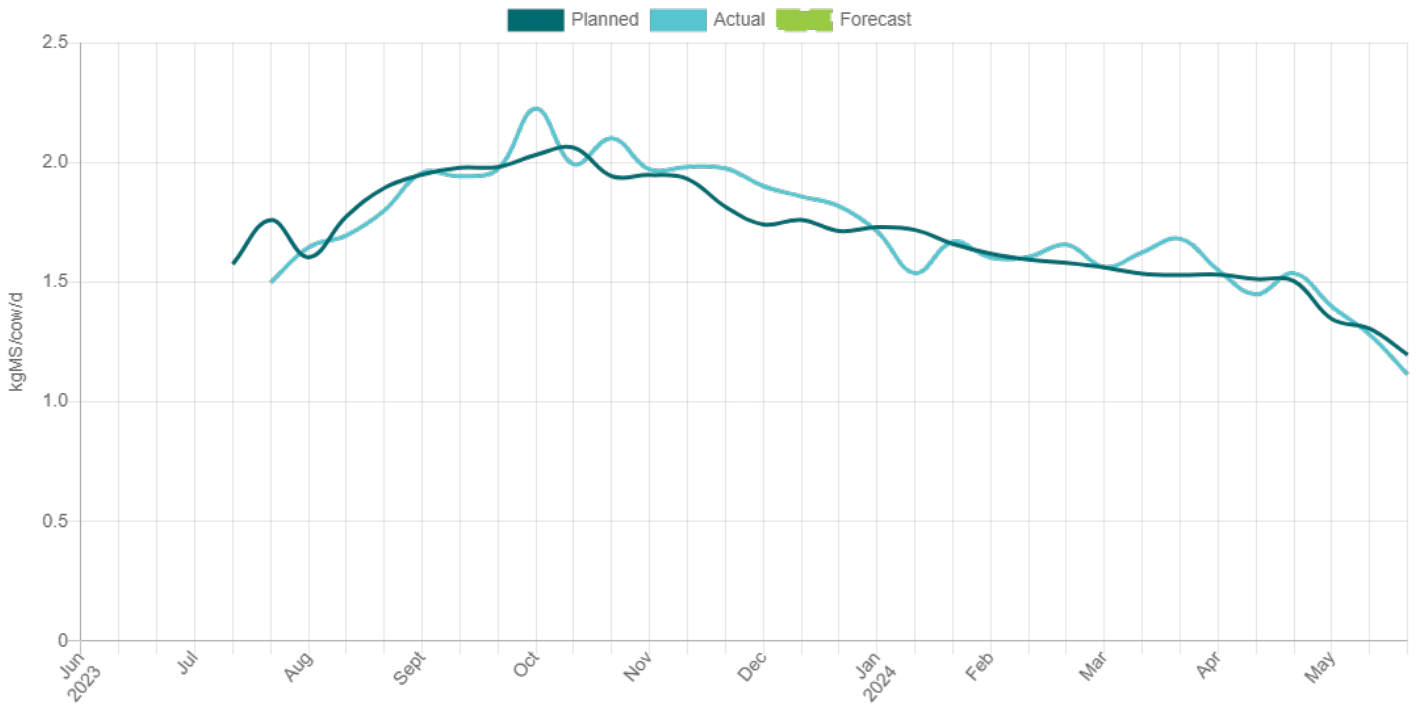
		Plan	Actual/Forecast	Difference	
Farm	Effective Area	ha	160	160	
	Stocking Rate	cows/ha	3.5	3.5	
	Comp Stocking Rate	kg Lwt/t DM	77.0	79.6	2.6
	Pot Pasture Growth	t DM/ha	18.3	17.4	-0.9
	Nitrogen Use (Season)	kg N/ha	180	190	10
	Nitrogen Use (YTD)	kg N/ha	180	189	9
FCE	kg DM/kg MS	13.3	13.4	0.1	
Herd	Jul Cow Numbers (1st July)	cows	565	560	-5
	Peak Cows Milked	cows	565	560	-5
	Days In Milk	days	280	273	-7
	Lwt Per Ha	kg/ha	1,696	1,754	58
Production	MS Total	kg	265,221	262,705	-2,516
	MS/ha	kg/ha	1,658	1,642	-16
	MS/cow	kg/cow	469	469	
	MS Peak	kg/cow/day	2.05	2.19	0.14
	MS/Lwt	%	97.8 %	93.6 %	-4.2
Feeding	Pasture Offered (Milkers) /cow *	kgDM/cow	4,651	4,614	-37
	Total Supplement Offered (Milkers) /cow *	kgDM/cow	611	669	58
	Grazing Offered /cow *	kgDM/cow	865	944	79
	Total Feed Offered /cow *	kgDM/cow	6,239	6,293	54
	Pasture/ha	t DM/ha	16.7	16.3	-0.4
	Supp/ha	t DM/ha	2.4	2.5	0.1
	Grazing/ha	t DM/ha	5.7	5.9	0.2
	Total Feed/ha	t DM/ha	24.7	24.7	
	Ext Feed % *	%	24.3 %	25.9 %	1.6
	Bought Feed % *	%	13.4 %	14.3 %	0.9

* Feed offered to females > 20 months old / peak cows milked

Production Per Ha



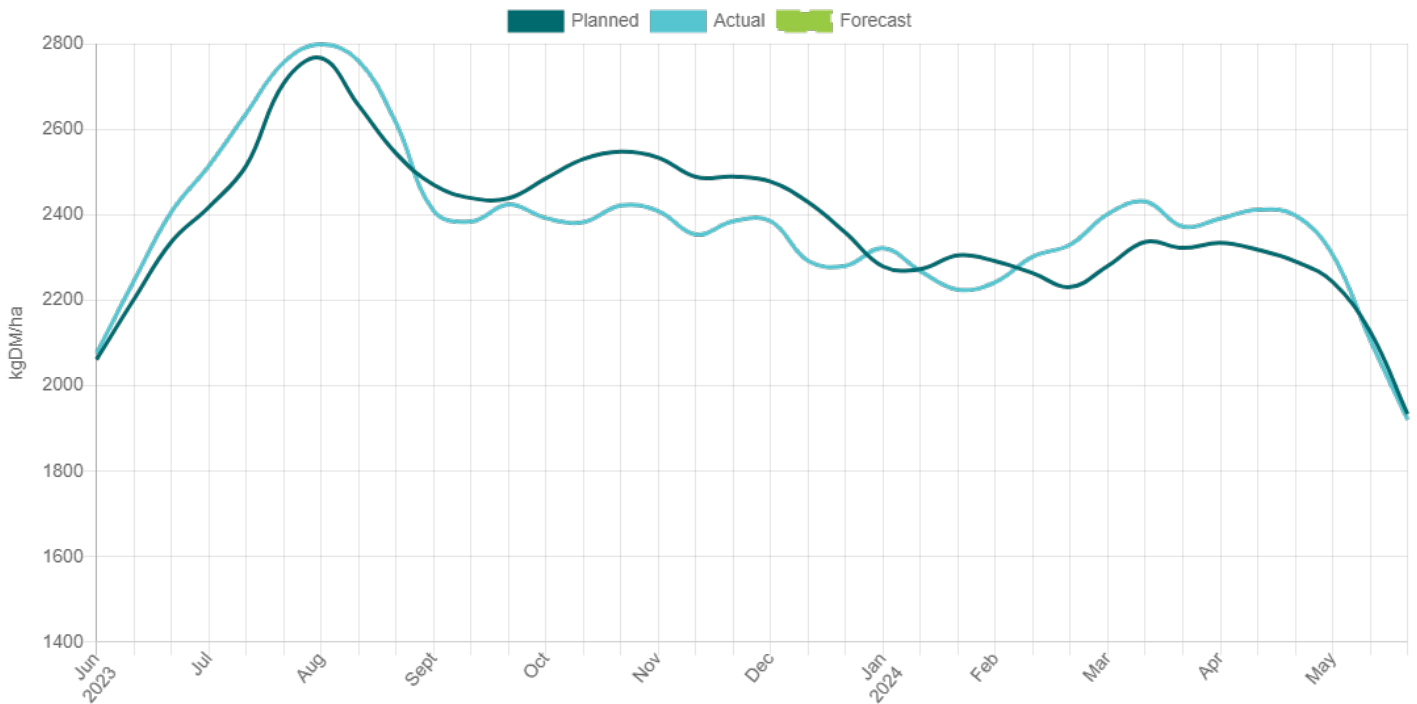
Production Per Cow



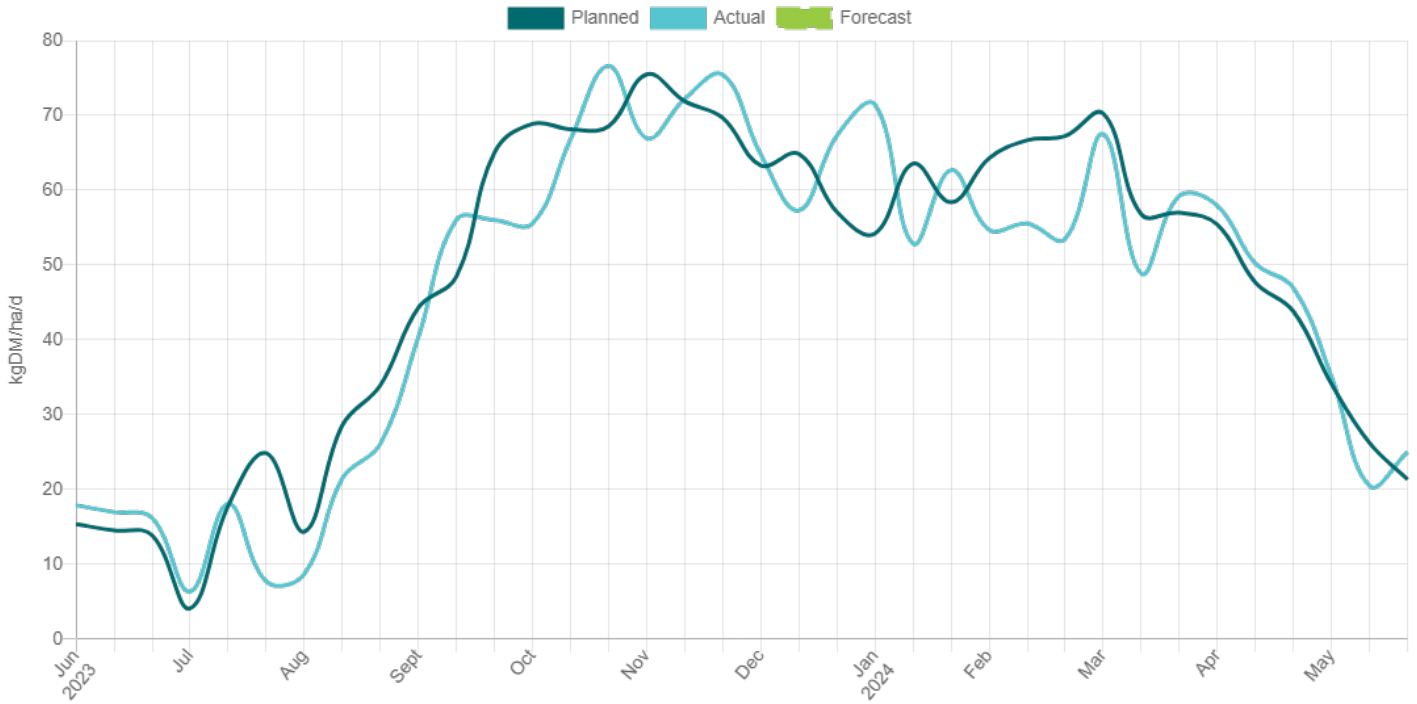
Milk Production Summary

Month	Milkers	kgMS/hd/day	kgMS Total
Jun-23	0	-	0
Jul-23	0	1.50	9
Aug-23	202	1.76	10,980
Sep-23	505	1.96	29,629
Oct-23	553	2.11	36,058
Nov-23	559	1.98	33,144
Dec-23	559	1.86	32,187
Jan-24	559	1.64	28,419
Feb-24	558	1.62	26,218
Mar-24	550	1.62	27,691
Apr-24	516	1.51	23,398
May-24	375	1.29	14,972
Peak Milkers		Total kgMS/hd	Total kgMS
-		469	262,705

Pasture Cover



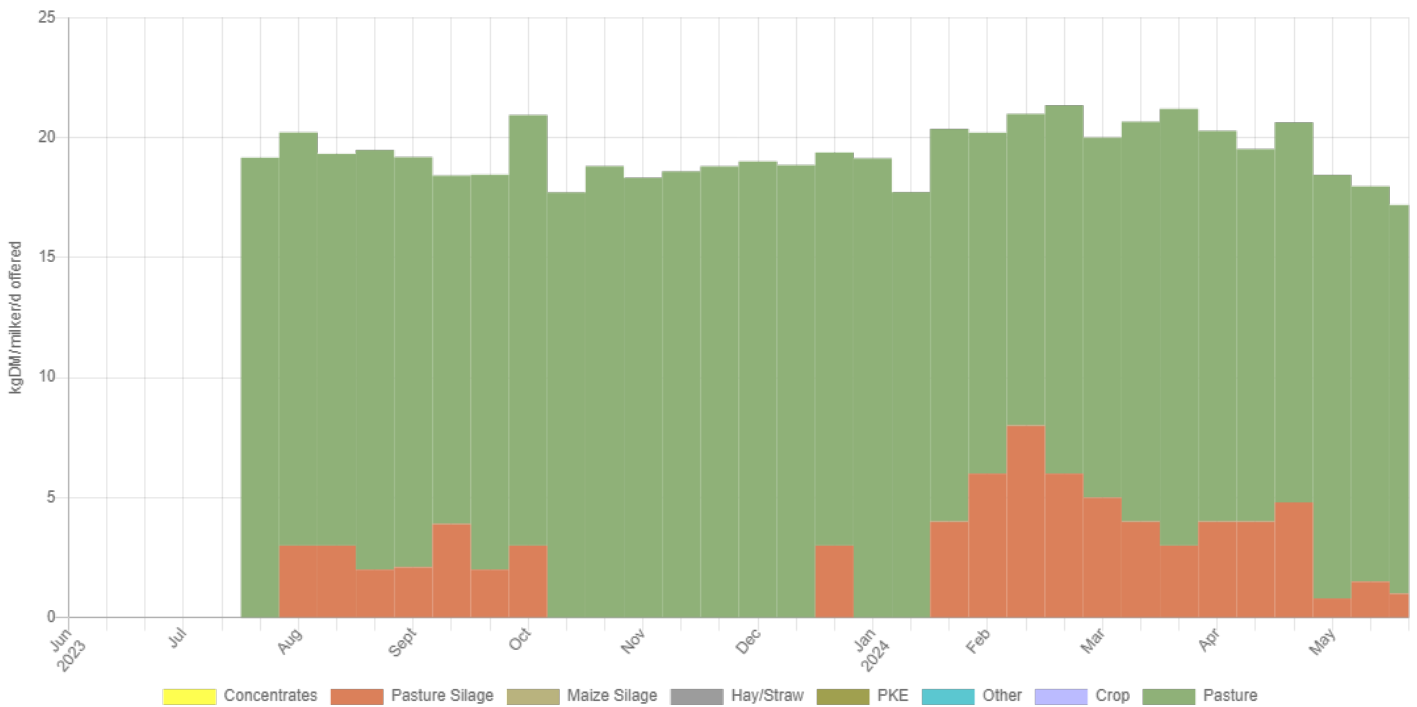
Pasture Net Growth



Pasture Overview

			Jun-23	Jul-23	Aug-23	Sep-23	Oct-23	Nov-23	Dec-23	Jan-24	Feb-24	Mar-24	Apr-24	May-24
Pasture	Grazing Area	ha	160	160	160	160	154	143	152	152	153	160	160	160
	Pasture Net Growth	kgDM/ha/d	17.0	10.6	19.0	50.8	66.3	71.7	63.3	62.4	54.6	58.6	51.7	26.8
	Pasture End Cover	kgDM/ha	2,481	2,789	2,480	2,422	2,444	2,411	2,318	2,234	2,325	2,366	2,382	1,875
Nitrogen	Nitrogen Area	ha	0.0	0.0	0.0	160.0	320.0	152.0	152.0	0.0	151.6	160.0	152.0	0.0
	Nitrogen Rate	kgN/ha	-	-	-	22.0	40.0	15.0	10.0	-	22.0	22.0	22.0	-
	Nitrogen Use	kg N/ha	0	0	0	22	102	116	126	126	147	169	189	189

Diet



Monthly Feed Use (kgDM Per Milker)

	Jun-23	Jul-23	Aug-23	Sep-23	Oct-23	Nov-23	Dec-23	Jan-24	Feb-24	Mar-24	Apr-24	May-24
Pasture	-	19.2	17.1	16.0	18.2	18.6	18.0	17.7	14.1	16.6	15.9	16.9
Concentrates	-	-	-	-	-	-	-	-	-	-	-	-
Pasture Silage	-	-	2.4	2.7	1.0	-	1.1	1.4	6.7	4.0	4.3	1.1
Maize Silage	-	-	-	-	-	-	-	-	-	-	-	-
Hay/Straw	-	-	-	-	-	-	-	-	-	-	-	-
PKE	-	-	-	-	-	-	-	-	-	-	-	-
Other	-	-	-	-	-	-	-	-	-	-	-	-
Crop	-	-	-	-	-	-	-	-	-	-	-	-
Total Utilised	-	19.2	19.5	18.7	19.1	18.6	19.1	19.1	20.8	20.6	20.1	18.0

Monthly Supplement Use (tonnes DM Offered)

	Jun-23	Jul-23	Aug-23	Sep-23	Oct-23	Nov-23	Dec-23	Jan-24	Feb-24	Mar-24	Apr-24	May-24	Total	kg/milker
Concentrates	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0
Pasture Silage	1.2	1.0	21.9	44.3	16.9	-	18.4	24.6	108.3	67.9	65.9	12.8	383.2	684.3
Maize Silage	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0
Hay/Straw	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0
PKE	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0
Other	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0
Crop	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0
Total	1.2	1.0	21.9	44.3	16.9	-	18.4	24.6	108.3	67.9	65.9	12.8	383.2	684.3

Excludes calf feeds

Compare Profit & Loss

			Plan	Actual/Forecast	Difference
Revenue	Stock	Net Milk Sales - this season	1,780,697	1,764,095	-16,602
		Net Livestock Sales	69,955	118,778	48,823
		Total	1,850,651	1,882,873	32,222
	Crop & Feed	Capital Value Change	-126	48	174
		Total	-126	48	174
Total Revenue		1,850,525	1,882,922	32,397	
Expenses	Wages	Wages	197,750	195,650	-2,100
		Management Wage	62,150	61,490	-660
	Stock	Animal Health	81,925	81,055	-870
		Breeding	42,375	41,925	-450
		Farm Dairy	10,170	10,062	-108
		Electricity	21,470	21,242	-228
	Feed/Crop	Pasture Conserved	7,200	7,200	
		Feed Crop	26,608	12,656	-13,952
		Bought Feed	164,474	173,175	8,701
		Calf Feed	434	409	-25
	Grazing	Grazing	354,618	372,590	17,972
	Other Farm Working	Fertiliser (Excl. N)	45,120	45,120	
		Nitrogen	68,742	72,371	3,629
		Irrigation	76,800	76,800	
		Weed & Pest Control	3,840	3,840	
		Vehicle Expenses	17,600	17,600	
		Fuel	17,600	17,600	
		R&M Land/Buildings	64,000	64,000	
		Freight & Cartage	1,600	1,600	
	Overheads	Administration Expenses	30,400	30,400	
Insurance		20,800	20,800		
ACC Levies		4,800	4,800		
Rates		12,800	12,800		
Total Farm Working Expenses		1,333,277	1,345,184	11,907	
Depreciation		0	0		
Total Farm Expenses		1,333,277	1,345,184	11,907	
Economic Farm Surplus (EFS)		517,248	537,738	20,490	
Farm Profit before Tax		517,248	537,738	20,490	

EFS is a measure of farm business profitability independent of ownership or funding, used to compare performance between farms.

EFS should include an adjustment for unpaid family labour and management. This can be added to the expense as management wages.

Consultant Comments

Jeremy Savage - Starting with such high covers worked well to get through May with minimal supplement. Most of the DSM client base dried off 27th MAY this year, not 31st. Hard frosts, low growth finished the season prematurely. Hopfully you get the usual winter growth to get the farm cover back on track.