

Monthly Overview

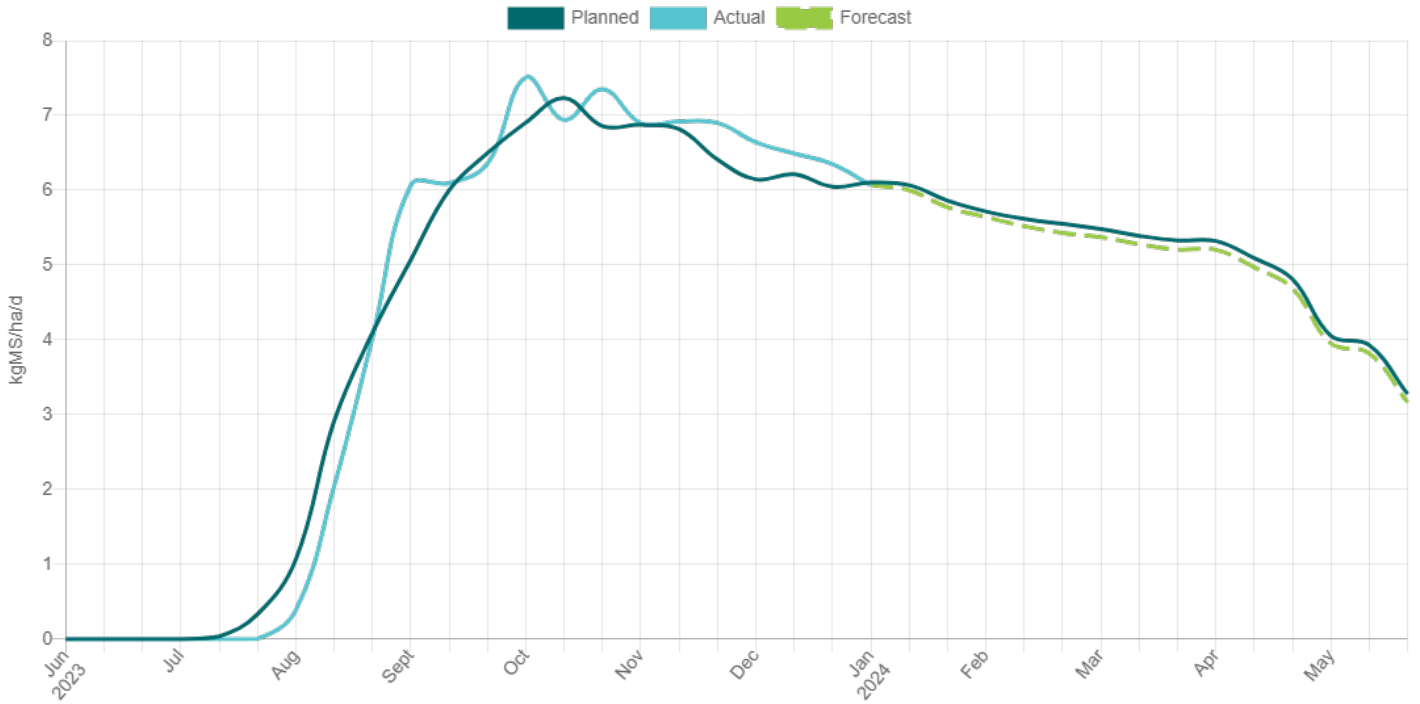
KPI		December Plan	December Actual	January Forecast
Milking Cows	cows	565	559 ●	559
Dry Cows	cows	0	0	0
Total Cows	cows	565	559	559
Grazing Area	ha	147	152	152
Cows/ha	cows/ha	3.8	3.7	3.7
Pasture End Cover	kgDM/ha	2,305	2,318	2,293
Pasture Net Growth	kgDM/ha/d	61.5	63.3	61.8
Total Demand	kgDM	309,132	330,874	348,444
Production				
Milks Solids Total	kg	30,424	32,187 ●	29,472
Milk Solids/cow/d	kg/cow/d	1.71	1.82 ●	1.65
Milk Solids/ha/d	kg/ha/d	6.13	6.49 ●	5.94
Feed Use				
Pasture	kgDM/milker	17.6	18.0	17.0
Concentrates	kgDM/milker	0.0	0.0	0.0
Pasture Silage	kgDM/milker	0.0	1.1	3.0
Maize Silage	kgDM/milker	0.0	0.0	0.0
Hay/Straw	kgDM/milker	0.0	0.0	0.0
PKE	kgDM/milker	0.0	0.0	0.0
Crop	kgDM/milker	0.0	0.0	0.0
Other	kgDM/milker	0.0	0.0	0.0
Total	kgDM/milker	17.6	19.1 ●	20.0
Feed Conversion Efficiency				
	kgDM/kgMS	10.2	10.3 ●	11.8

Compare Physical Summary (Season)

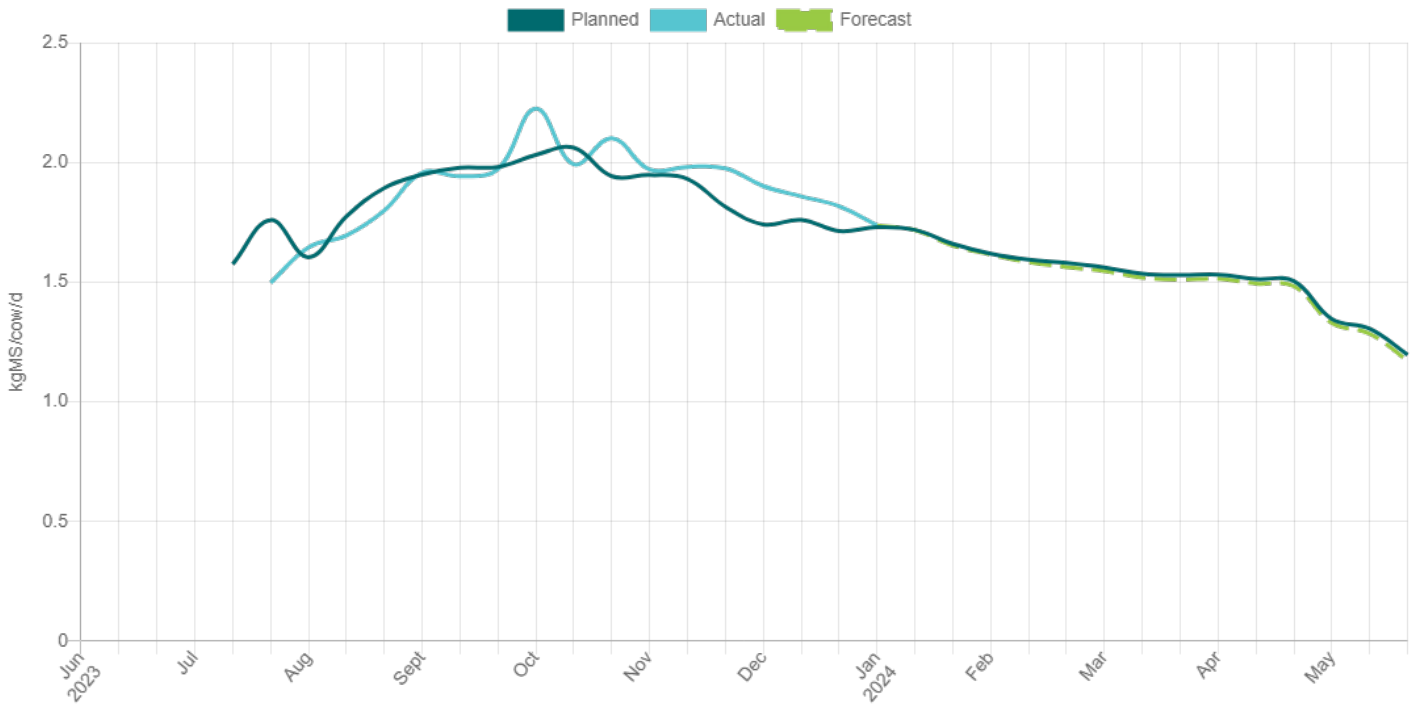
		Plan	Actual/Forecast	Difference	
Farm	Effective Area	ha	160	160	
	Stocking Rate	cows/ha	3.5	3.5	
	Comp Stocking Rate	kg Lwt/t DM	77.0	78.8	
	Pot Pasture Growth	t DM/ha	18.3	17.6	-0.7
	Nitrogen Use (Season)	kg N/ha	180	190	10
	Nitrogen Use (YTD)	kg N/ha	116	126	10
	FCE	kg DM/kg MS	13.3	13.4	0.1
Herd	Jul Cow Numbers (1st July)	cows	565	560	-5
	Peak Cows Milked	cows	565	560	-5
	Days In Milk	days	280	278	-2
	Lwt Per Ha	kg/ha	1,696	1,754	58
Production	MS Total	kg	265,221	265,161	-60
	MS/ha	kg/ha	1,658	1,657	-1
	MS/cow	kg/cow	469	473	4
	MS Peak	kg/cow/day	2.05	2.19	0.14
	MS/Lwt	%	97.8 %	94.5 %	-3.3
Feeding	Pasture Offered (Milkers) /cow *	kgDM/cow	4,651	4,684	33
	Total Supplement Offered (Milkers) /cow *	kgDM/cow	611	683	72
	Grazing Offered /cow *	kgDM/cow	865	944	79
	Total Feed Offered /cow *	kgDM/cow	6,239	6,358	119
	Pasture/ha	t DM/ha	16.7	16.5	-0.2
	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	24.9	0.2
	Ext Feed % *	%	24.3 %	25.8 %	1.5
	Bought Feed % *	%	13.4 %	14.3 %	0.9

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

Production Per Ha



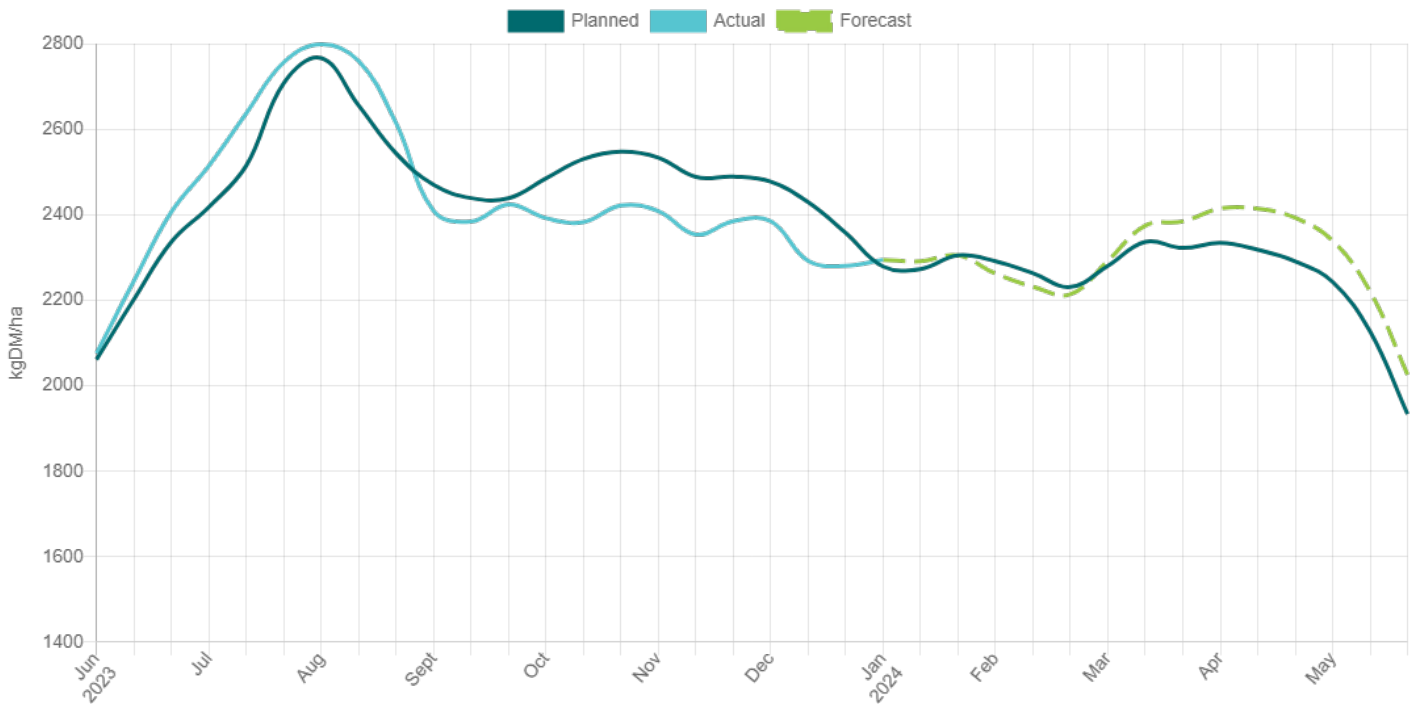
Production Per Cow



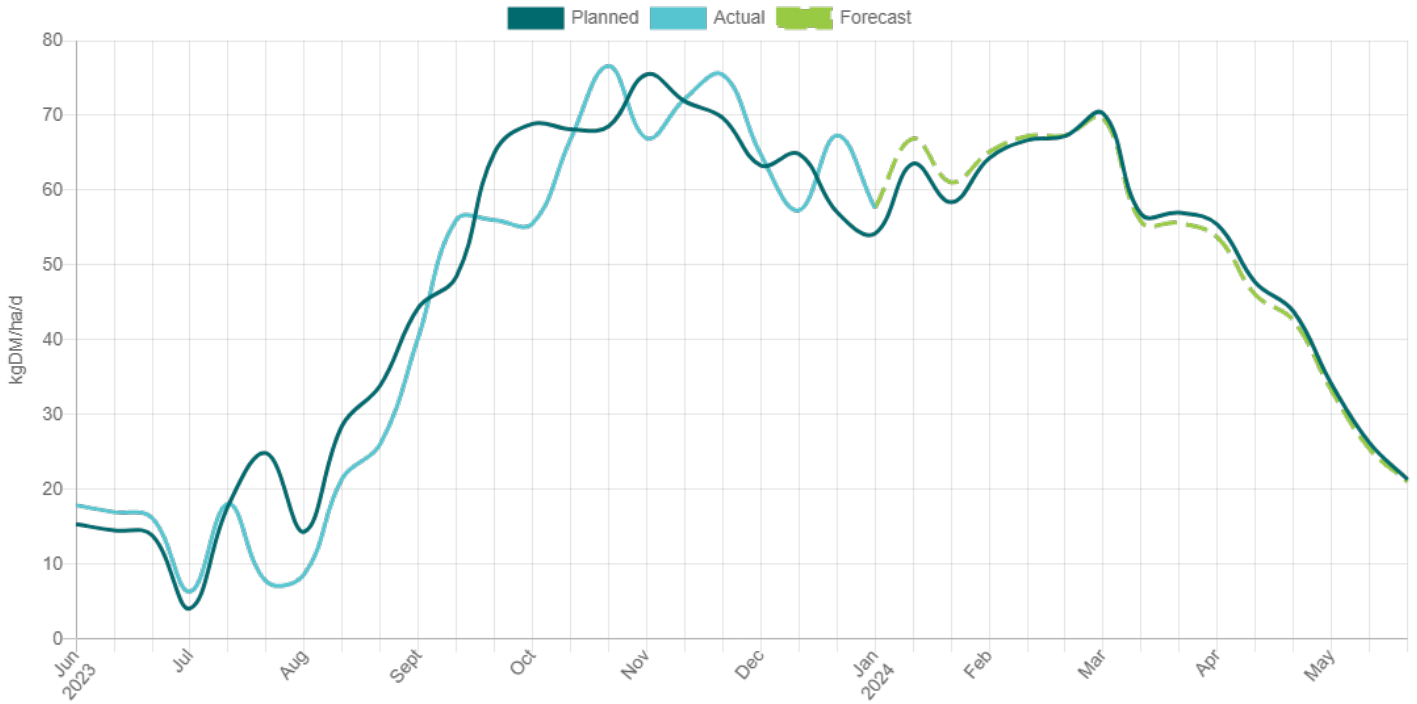
Milk Production Summary

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	1.70	29,472
Feb-24	558	1.59	25,680
Mar-24	554	1.53	26,206
Apr-24	529	1.50	23,783
May-24	461	1.26	18,013
Peak Milkers		Total kgMS/hd	Total kgMS
-		474	265,161

Pasture Cover



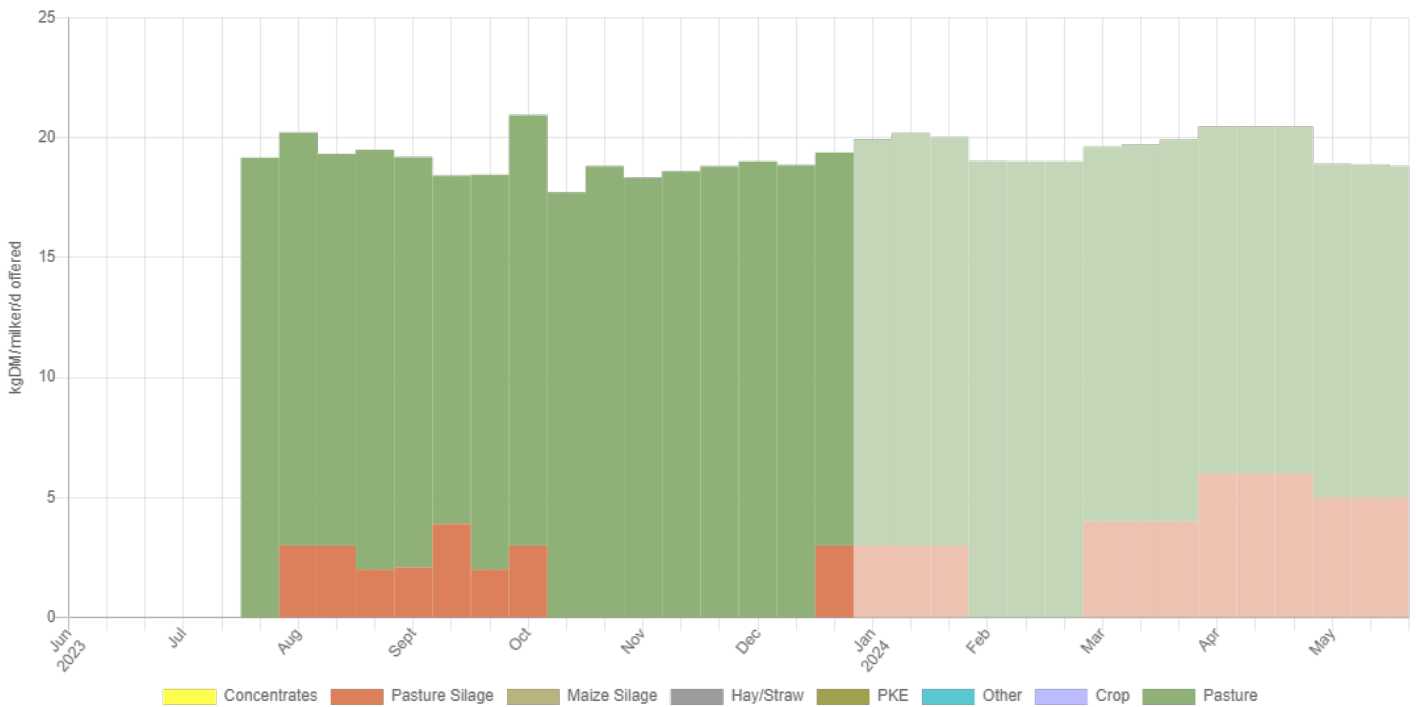
Pasture Net Growth



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	61.8	66.5	60.2	47.4	26.4
	Pasture End Cover	kgDM/ha	2,481	2,789	2,480	2,422	2,444	2,411	2,318	2,293	2,214	2,389	2,377	1,926
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	17.0	19.0	15.7	14.5	13.9
Concentrates	-	-	-	-	-	-	-	-	-	-	-	-
Pasture Silage	-	-	2.4	2.7	1.0	-	1.1	3.0	-	4.0	6.0	5.0
Maize Silage	-	-	-	-	-	-	-	-	-	-	-	-
Hay/Straw	-	-	-	-	-	-	-	-	-	-	-	-
PKE	-	-	-	-	-	-	-	-	-	-	-	-
Other	-	-	-	-	-	-	-	-	-	-	-	-
Crop	-	-	-	-	-	-	-	-	-	-	-	-
Total Utilised	-	19.2	19.5	18.7	19.1	18.6	19.1	20.0	19.0	19.7	20.5	18.9

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	52.0	-	68.8	95.3	71.4	391.2	698.5
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	52.0	-	68.8	95.3	71.4	391.2	698.5

Excludes calf feeds

Compare Profit & Loss

			Plan	Actual/Forecast	Difference
Revenue	Stock	Net Milk Sales - this season	1,780,697	1,780,162	-535
		Net Livestock Sales	69,955	71,083	1,128
		Total	1,850,651	1,851,244	593
	Crop & Feed	Capital Value Change	-126	-39	87
	Total	-126	-39	87	
	Total Revenue	1,850,525	1,851,205	680	
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	176,891	12,417
		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	1,348,900	15,623		
Depreciation	0	0			
Total Farm Expenses	1,333,277	1,348,900	15,623		
Economic Farm Surplus (EFS)	517,248	502,304	-14,944		
Farm Profit before Tax	517,248	502,304	-14,944		

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 - A great month, cows held up really well, and farm responded with very high growth rates too. A good result. Cows milking ahead of targets and the moment, without too much supplement. Have silage in the model for Jan/Feb, but this is based on previous seasons summers. Farm is growing well with less rain / saturated soils. Will be interesting to see how much silage you can cut out for the summer months.