Fonterra™

Dairy for life

2024/25

WELCOME TO YOUR

Farm Insights Report

SUPPLY NO.

37581

Ludf

Welcome

HOW TO USE THIS REPORT

The Farm Insights Report gives you an overview of your farm's performance in context, showing homegrown feed, herd quality and much more in one space, so you can identify what could help you get more out of the work you're putting in, now and into the future.

Your season in review

Your milk helps feed people all around the world - thanks for all your hard work to make this happen.

YOUR CO-OPERATIVE DIFFERENCE ACHIEVEMENT:

Te Puku (L2)

AND THE QUALITY OF YOUR MILK WAS KEY - YOU ACHIEVED:

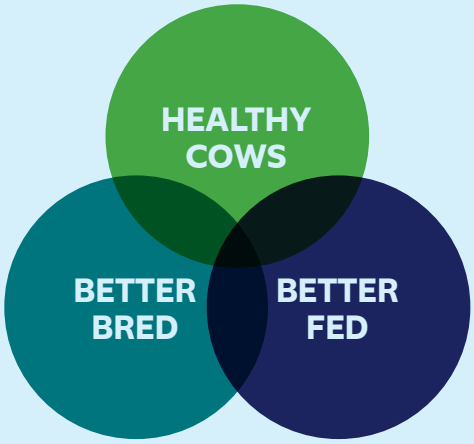
180
Excellence Days

YOUR FARM'S MILESTONE FOR THE PAST YEAR WAS:

Lowest 25% for Emissions (Intensity, regionally)

Your pathway to improving efficiency.

- A deep focus on improving the health and quality of your animals.
- Evolving our world class, pasture-based farm systems to meet feed demands.



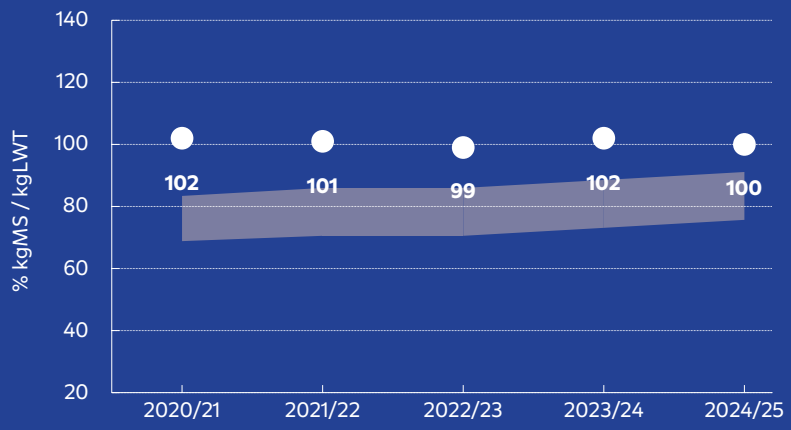
Your farm's big picture view

Your farm is being compared to farms in the Canterbury region in the graphs below

Production per kg of liveweight

Your farm

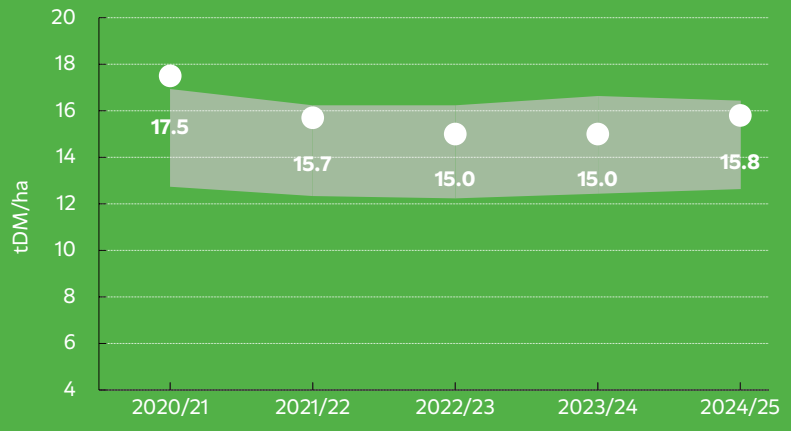
50% of your benchmark group is within this range



Homegrown feed per hectare

Your farm

50% of your benchmark group is within this range

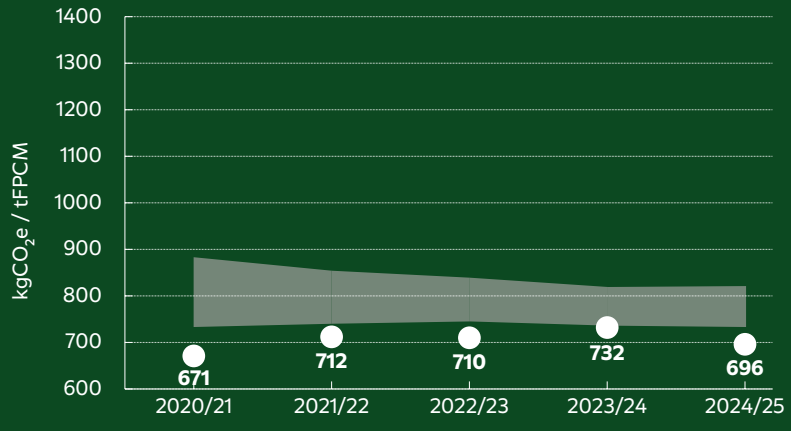


GHG on-farm emissions per t FPCM

(tonnes of Fat and Protein Corrected Milk)

Your farm

50% of your benchmark group is within this range



Where are your farm's opportunities?

Animal opportunities

			Your farm	Your opportunity	Your potential productivity gains (kgMS/cow)
Better Bred	6 week in-calf %	page 7	74%	78% target	0 5 10 15 20 25 30
	Difference in top 75% cows BW vs whole herd BW	page 7	43 BW	+22 replacement BW	0 5 10 15 20 25 30
Healthy Cows	Mastitis %	page 8	18%	50% decrease	0 5 10 15 20 25 30
	Lameness %	page 8	15%	50% decrease	0 5 10 15 20 25 30
	Somatic cell count	page 10	139k	100k target	0 5 10 15 20 25 30

The gains above for your farm require increased feed intake per cow.

Focusing on productivity from homegrown feed drives profitable and sustainable gains.

Some feed opportunities for your farm are shown below.

Feed opportunities

			Your farm	Your opportunity	Your potential productivity gains (kgMS/cow)
Better Fed	Homegrown feed eaten	page 5	15.8 tDM/ha	0.5 tDM/ha increase	0 5 10 15 20 25 30
	Feed converted to milk	page 6	58%	1% increase	0 5 10 15 20 25 30

Achieving all of these opportunties over time could lift your **productivity per cow by 5.4%, reduce your emisions intensity by -2.4% and improve your profitability**. The timeline for achieving these opportunities is up to you and what you choose to prioritize.

Production Increase

14,000 kgMS*

Revenue Increase

$142,100*

Potential On Farm Footprint

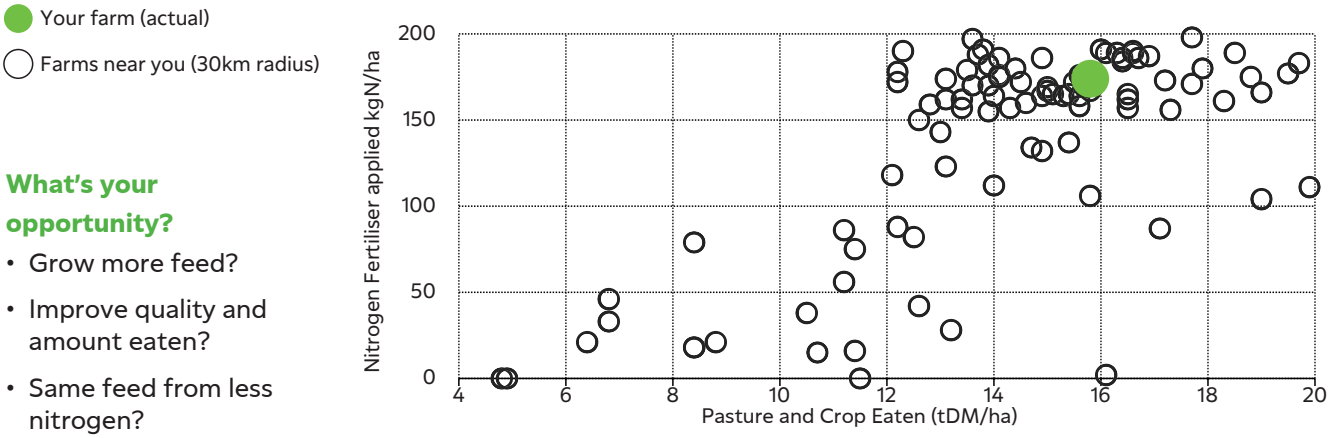
679 kgCO2e/tFPCM*

**these figures are based on your farms current production, herd size and emissions intensity (see page 12), and achieving all productivity gains within a $10.15/kgMS farmgate milkprice. They do not factor in any additional costs, additional incentives or savings.*

Homegrown feed

Improving homegrown feed can increase your productivity from the same imported feed and nitrogen inputs, or maintain your productivity from fewer imported feed and nitrogen inputs.

Your farm's homegrown feed eaten and fertiliser use compared to others.



What's your opportunity?

- Grow more feed?
- Improve quality and amount eaten?
- Same feed from less nitrogen?

	Your farm	Farms near you		Canterbury region	
		Average	Top 20%	Average	Top 20%
Homegrown feed eaten (tDM/ha)	**15.8**	14.7	19.0	14.4	18.3
Nitrogen fertiliser used to grow this homegrown feed (kgN/ha)	**174**	137	160	145	163
Imported feed eaten (incl winter grazing) (tDM/ha)	**2.8**	3.6	3.4	3.6	3.8

Top 20% represents the farms with the highest homegrown feed on your closest 100 farms and your region.

Increasing your homegrown feed eaten by

0.5 tDM/ha could result in ↑ 18 kgMS/cow

Fertiliser **Pasture** **Effluent**

Irrigation **Cropping** **Soil**

Which pathways offer you an opportunity to grow and eat more home grown feed?

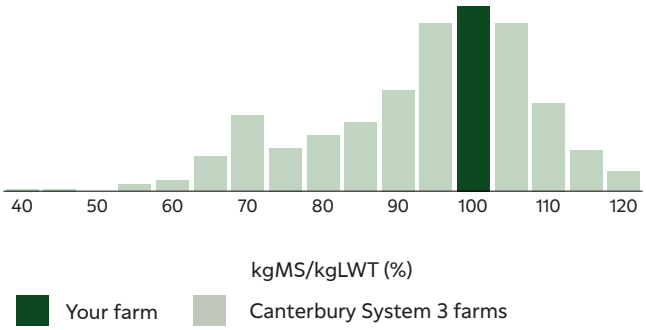
Consider and identify the areas of your farm which you may be able to improve the overall yield, quality or utilisation of your feed

Find out more here

Feed efficiency

For the amount of feed required to have a cow pregnant and ready to calve each year, the opportunity is in how much milk she is then able to produce on your farm.

Your farm's production/kgLWT



Your farm's average herd liveweight for all calculations is currently based on your average breed mix at 460kg.

58% of your feed goes to milk, the other 42% is maintenance, pregnancy and walking.

How does your farm compare?

	Cow efficiency kgMS/kgLWT	Feed converted to Milk %
Your Farm	**100**	**58**
Average Canterbury System 3 farms	**94**	**56**
Average Canterbury region	**96**	**57**
Top 20% Canterbury region	**115**	**61**

What impacts your feed efficiency?

Feeding efficiency opportunities

- Homegrown feed eaten/ha - see pg 5
- **Optimising feed use and type**
- **Impact of stock numbers**

Animal efficiency opportunities

- Herd Improvement - see pg 7
- Reproduction - see pg 7
- Herd health - see pg 8

In addition to your Home-grown feed opportunity, you have an opportunity to consider optimising feed and the impact of stock numbers which could be worth

+1% proportion of feed converted to milk results in ↑7 kgMS/cow

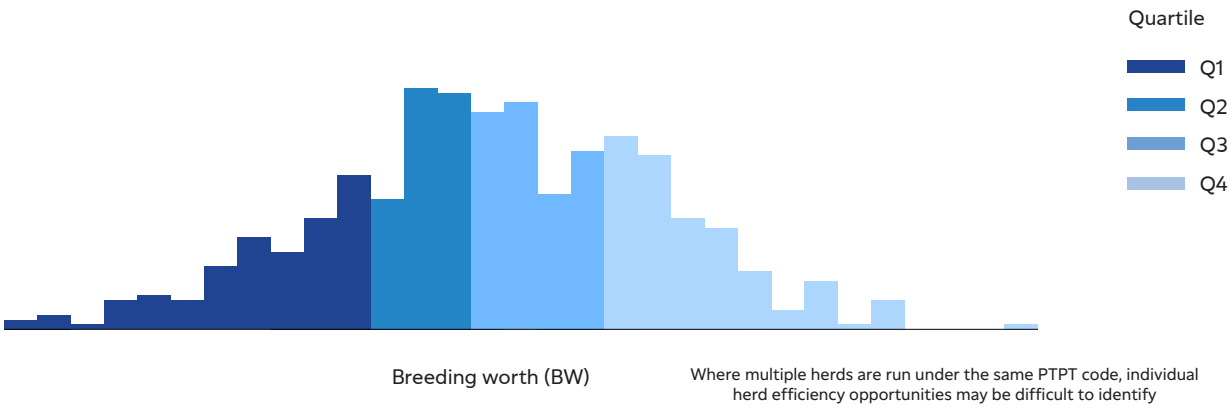
How can you improve this number?

Many factors play a role in achieving better results. Explore our Efficiency Hub via the QR code for practical tips and guidance, or schedule an efficiency visit today to uncover opportunities tailored to your farm.

Animal efficiency

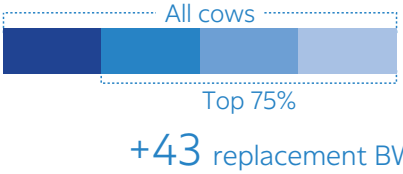
Enhancing herd genetics is a powerful way to make cumulative gains in production and functional traits. Prioritising replacements from high-performing cows helps accelerate genetic progress and improve overall herd efficiency.

Herd breeding worth (BW) spread



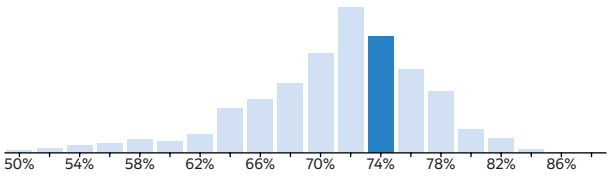
Where multiple herds are run under the same PTPT code, individual herd efficiency opportunities may be difficult to identify

The graph above shows the BW spread among the cows in your herd, and to the right the improvement in your replacements' BW if you only kept calves from the top 75% of cows. Targeting replacements from your better animals will allow for faster genetic gain.



+43 replacement BW

Your 6-week in-calf rate



Your farm Fonterra farms in the Canterbury region

Cows that cycle earlier will have more opportunities to conceive and more days in milk the following season.

But the biggest benefit of improved reproductive performance is the ability to make better culling decisions. Reproductive performance is the key that allows you to improve the graph above by being more selective about which cows enter or stay in the herd next season.

Increasing your six week in-calf rate to 78% would give...

1 more days in milk which could result in ↑ 3 kgMS/cow

Reproductive opportunities

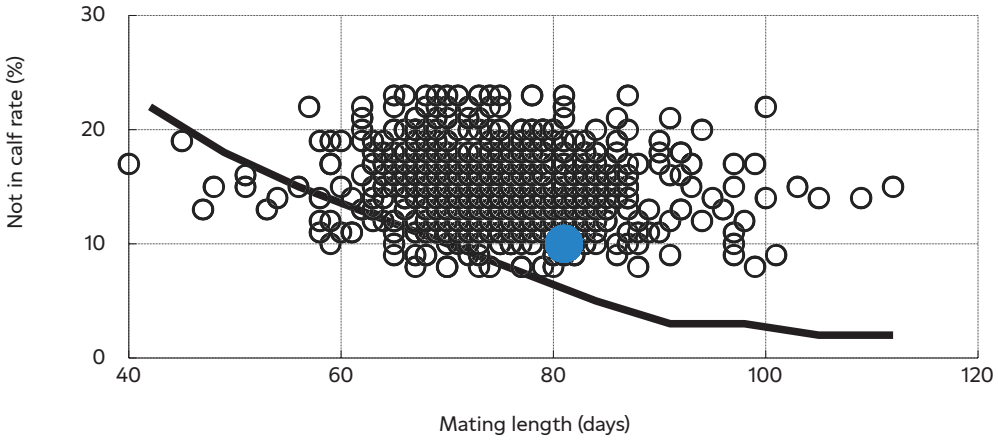
Discuss with your breeding company the steps you can take to get the best calves out of the best cows. Reproduction performance is impacted by more than just the mating period, discuss with your vet what you can be doing now to improve results.

Find out more here

Animal efficiency

Animal health challenges affect productivity through reduced production, and add costs through the time and resources required for diagnosis and treatment.

Your not in-calf rate and mating length



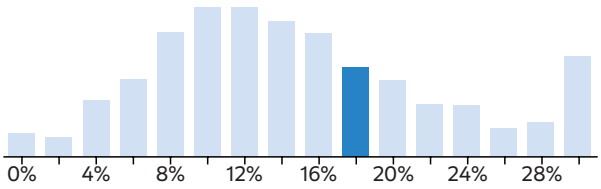
Moving towards the bottom left of this graph gives more days in milk and more flexibility for discretionary culling.

Your farm
Canterbury farms
Target

Mastitis & lameness

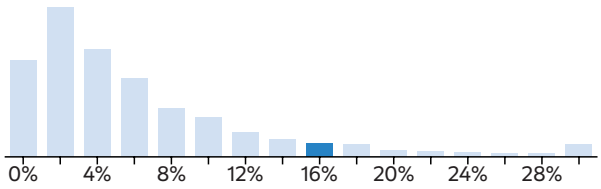
These health challenges are painful for affected cows and can cause a reduction in production and performance.

Your farm's mastitis cases as % of peak cows 2024/25



Your farm Canterbury region farms

Your farm's lameness cases as % of peak cows 2024/25



Your farm Canterbury region farms

Reducing clinical disease could mean

93 fewer cases to treat and **6** kgMS/cow more production

Dedicate staff time or utilise technology to help detect lameness and mastitis sooner.

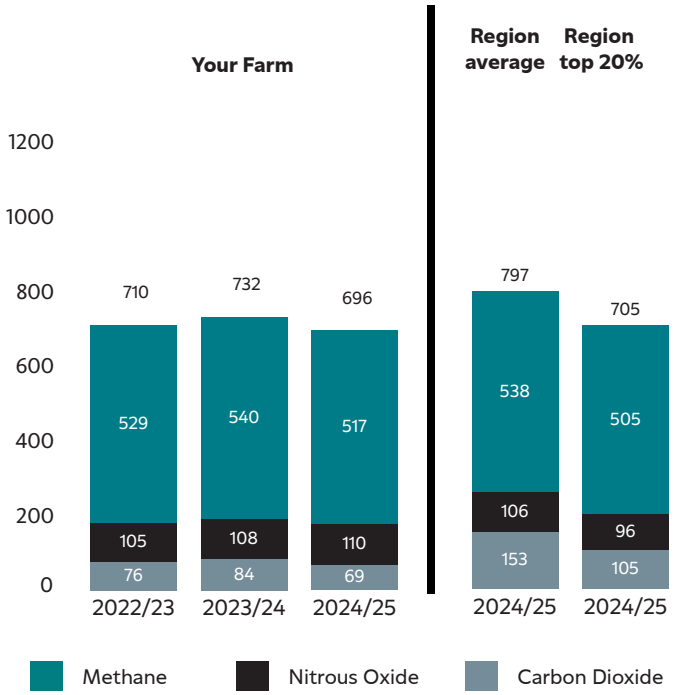
Detecting and treating health challenges earlier reduces long-term impacts. Take advantage of animal health planning time to develop the best approach for your farm.

Find out more here

Emissions Efficiency

Even the smallest on-farm efficiency gains can boost profitability, productivity and they're also good for improving emissions efficiency. Your farm's opportunity is unique and how you get there depends on the goals of your business.

Your on-farm emissions



This data shows the emissions that are created from your farming activities.

	Your Farm	Region average	Region top 20%
Emissions ($kgCO_2e/t$ FPCM)	**696**	**797**	**705**
Methane (biological)			
Dairy herd	417	427	405
Replacements	61	71	64
Effluent	39	39	36
Nitrous Oxide (biological)			
Livestock	71	72	67
Fertiliser	34	28	23
Manure and soil	4	6	5
Carbon Dioxide (non-biological)			
Imported feed	4	65	34
Fertiliser	20	34	26
Other	44	54	45

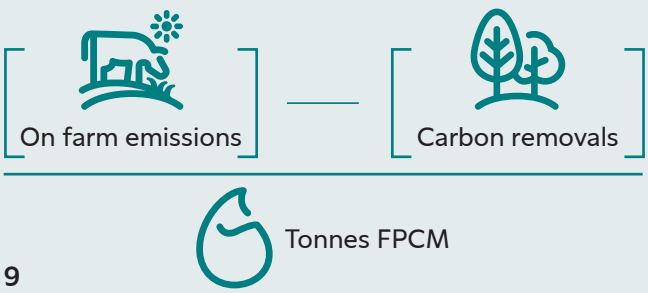
Where can I find more information?

Methane
Animals, page 5-8 of this report
Emissions booklet, pages 33 & 34

Nitrous Oxide
Nutrients, pages 5 & 10 of this report
Emissions booklet, pages 35 & 36

Carbon Dioxide
Nutrients, pages 5 & 10 of this report
Feed, pages 5 & 6 of this report
Emissions booklet, pages 37 & 38

We are now reporting your emissions as $kgCO_2$ e / t FPCM (kilograms of carbion dioxide equivalent per tonne of Fat and Protein Corrected Milk).
This unit aligns to Fonterra reporting – Find out more on FPCM here.



There are also other things that influence your farm's footprint - things like peat soil, land-use change and carbon removals. These aren't captured in the data above.

Use the QR code to view your carbon removals and confirm the vegetation on your farm. Find out more here.

Water quality

Fonterra farmers have worked hard to understand risks to Water Quality. We've fenced off waterways, carried out riparian planting, upgraded effluent systems and developed Farm Environment Plans. We need to keep monitoring and managing these risks.

Stock Management	VERY HIGH	Cropping & Cultivation	VERY LOW
Nitrogen Fertiliser	VERY LOW	Effluent Management	VERY LOW
Imported Feed	VERY LOW	Irrigation	LOW

Purchased Nitrogen Surplus

NITROGEN FERTILISER		IMPORTED FEED		EXPORTED PRODUCT		PURCHASED NITROGEN SURPLUS
174 kgN/ha	+	23 kgN/ha	–	112 kgN/ha	=	85 kgN/ha

What's the next step?

Your farm's full Nitrogen Risk Scorecard and Purchased Nitrogen Surplus benchmarking and trends can be found using the QR code here:

Biosecurity

New Zealand is free of many pests and diseases that exist in other parts of the world, which is why we can farm so efficiently. But there are still diseases you don't want on your farm, because they make animals sick and cost time, money and production to keep under control. The management practices to protect against Bovine Viral Diarrhoea (BVD) are a good base that will protect your herd against other harmful diseases.

BVD management opportunity

You're already testing for BVD in bulk milk, this is an important monitoring step every season to check that antibody levels are staying low.

Stock going off farm over mating are at risk of bringing disease back to your herd, especially if they're mixing with other animals while off grazing.

BVD monitoring

LOW

Young stock grazing

HIGH

What's the next step?

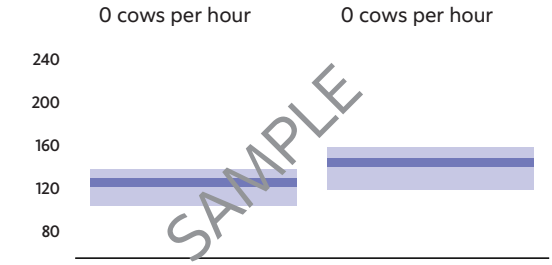
Talk to your vet about reducing the BVD risks on your farm.

Ensure biosecurity management is included in grazing contracts.

Milking efficiency

Saving time in the shed means you can focus on other important farm jobs. We've used your milk vat monitoring data and DairyNZ research to estimate how much faster milking could be.

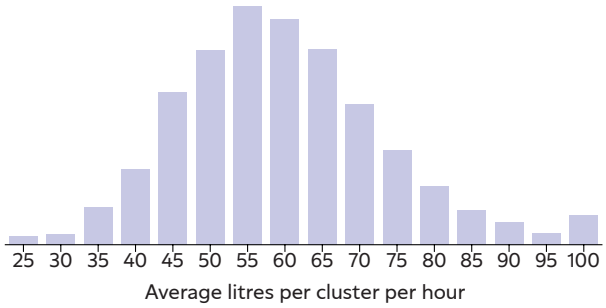
Average cows milked per hour



Your farm — Your benchmark's average — 50% of your benchmark group are within this range

! Your farm is outside this range, had no data or had data issues

Litres per cluster per hour



Your farm — All Fonterra Farms

! Your farm is outside this range, had no data or had data issues

We estimate you could save

0 hours per week

This is based on your farm reaching 80-100% of its potential milking efficiency using the maximum milking time (MaxT) strategy.

What's the next step?

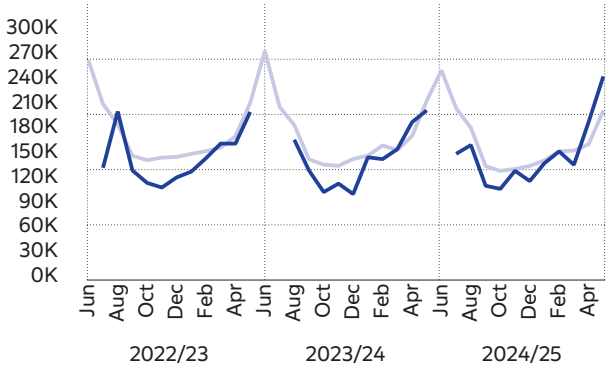
Fonterra offers Milk Quality Service visits to help reduce bulk somatic cell counts.

Scan the QR code to learn more or book a visit now.

Somatic cell count

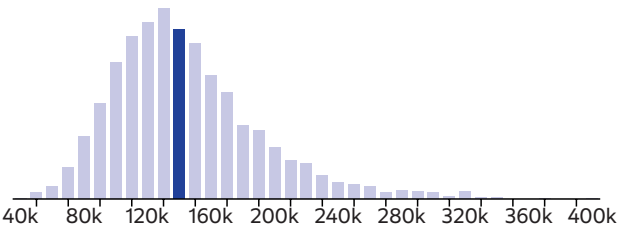
Somatic cell counts (SCC) over 100,000 cells/ml indicate sub-clinical infection in the herd. This diverts energy from milk production to fighting infection.

Monthly average somatic cell counts



Your farm — Farms in the Canterbury region

Annual average somatic cell count



Your farm — Farms in the Canterbury region

If you reached an average annual SCC of

100,000 cells/mL your potential increase is ↑ **5** kgMS/cow

Your farm's key information

Metric	Units	22/23	23/24	24/25
Dairy farm effective area	Ha	160	160	160
Maximum cow numbers	Cows (maximum numbers)	547	568	560
Stocking rate (dairy cows)	Cows/ha (maximum numbers)	3.4	3.6	3.5
Cows at peak milk	Cows	544	560	560
Production	kgMS	247,291	261,894	257,815
Production	t FPCM	3,140	3,318	3,267
Production per ha	kgMS/ha	1,546	1,637	1,611
Production per cow	kgMS/cow (peak milking)	455	468	460
Production per cow	kgMS/cow (maximum numbers)	452	461	460
Production per kg liveweight	%	99	102	100
Average somatic cell count	Cells/ml	140,252	134,832	139,293
Mastitis	Cases	57	116	101
Lameness	Cases	65	47	85
6-week in-calf rate	%	75	75	74
Not in-calf rate	%	9	7	10
Mating length	Days	84	84	81
Pasture & crop eaten (homegrown feed)	tDM/ha	15.0	15.0	15.8
Imported feed fed	tDM	321	455	233
Imported supplement per cow	tDM/cow (Maximum numbers)	0.6	0.8	0.4
Nitrogen fertiliser applied per ha	kgN/ha	158	182	174
Nitrogen fertiliser conversion efficiency	kgDM/kgN	95	82	91
Purchased Nitrogen Surplus	KgN/ha	82	114	85
Feed converted to milk	%	57	58	58
Greenhouse Gas Emissions per tFPCM	kg$C0_2$e/tFPCM	710	732	696
Biological emissions - Methane	kgCH4/ha	416	436	430
Biological emissions - Nitrous Oxide	kgN_2O/ha	8	8	8

Spot an issue with your data?

We've used your Farm Dairy Records and other data we hold for you.
Please check your farm's information for accuracy.
You can adjust the data we have by resubmitting your Farm Dairy Records at **nzfarmsource.co.nz/farmdairyrecords**