



COMPENDIUM
OF NEW ZEALAND

FARM FACTS

— 2018 —

42ND
EDITION

PUBLICATION NO. PI8010



KEY

FOB = Free on Board
p = Provisional
kgMS = kg of Milk solids

SW = Shipped Weight
e = Estimate
N = Nitrogen

ha = Hectares
SU = Stock Unit
P = Phosphorus

\$ = New Zealand dollar
NA = Not available
K = Potassium

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VISION

Profitable farmers, thriving farming communities,
valued by all New Zealanders

PURPOSE

Insights and actions driving tangible impact for farmers

PRIORITIES

Supporting farming excellence
Government and public insight and engagement
Enhancing our environmental position
Unlocking market potential
Building a great organisation

ACKNOWLEDGEMENTS

This booklet brings together in summary form a selection of information which is available from the recognised sources noted below and to whom thanks are due.

New Zealand Meat Board, Poultry Industry Association of New Zealand, Deer Industry New Zealand, Livestock Improvement Corporation Ltd, DairyNZ, Ministry for Primary Industries, NIWA, New Zealand Pork Industry Board, Statistics New Zealand, New Zealand Wool Services International Ltd.

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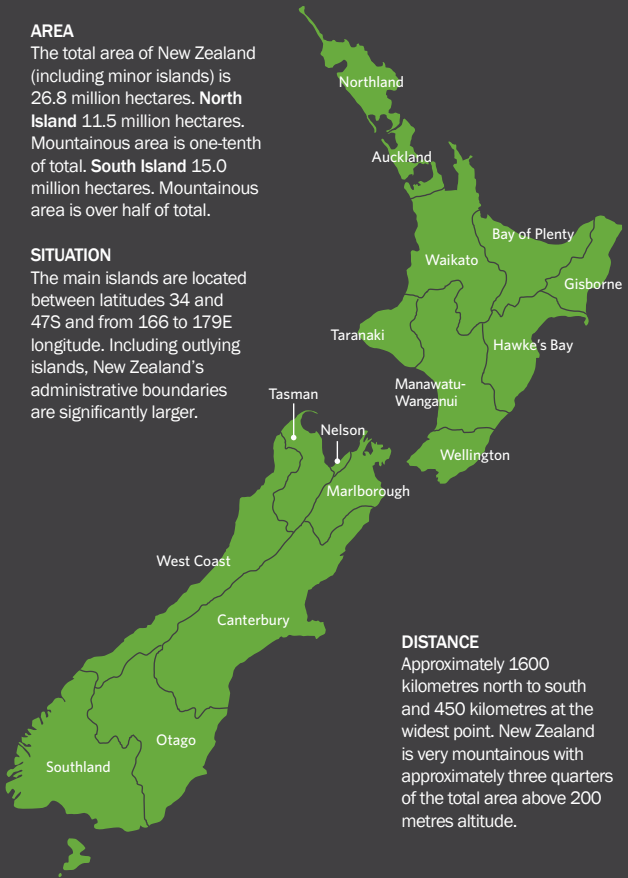
Geography

AREA

The total area of New Zealand (including minor islands) is 26.8 million hectares. **North Island** 11.5 million hectares. Mountainous area is one-tenth of total. **South Island** 15.0 million hectares. Mountainous area is over half of total.

SITUATION

The main islands are located between latitudes 34 and 47S and from 166 to 179E longitude. Including outlying islands, New Zealand's administrative boundaries are significantly larger.



DISTANCE

Approximately 1600 kilometres north to south and 450 kilometres at the widest point. New Zealand is very mountainous with approximately three quarters of the total area above 200 metres altitude.

Climate 2017

2017: A year of weather extremes across New Zealand

Temperatures Above average temperatures occurred in northern South Island, West Coast, inland Otago, Manawatu-Wanganui, and the majority of New Zealand north of Hawke's Bay. 2017 was the 5th warmest on record for New Zealand, based on NIWA's seven-station series which began in 1909.

Rainfall Yearly rainfall in 2017 was above normal for parts of Auckland, Waikato, Bay of Plenty, coastal Canterbury, and north coastal Otago. In contrast, rainfall was below normal in much of Southland and interior Otago. Rainfall was near normal for the remainder of New Zealand.

Sunshine Annual sunshine was mainly near normal or above normal throughout New Zealand. The wider Nelson region experienced New Zealand's highest annual sunshine total during 2017.

Soil moisture The start to 2017 had below or well below normal soil moisture in the northern and eastern North Island, which was then alleviated by several rainstorms that occurred from mid-February through April. During April, above normal soil moisture developed in the eastern South Island and persisted through much of the winter and spring. From October through the end of the year, below normal soil moisture levels occurred in the western South Island from the development of La Niña. Very low rainfall during November and December led to below or well below normal soil moisture nationwide. 11 of New Zealand's 16 geographical regions experienced meteorological drought, according to the New Zealand Drought Index by the end of the year.

Annual rainfall by district (mm)*

NORTH ISLAND		SOUTH ISLAND	
Kaitiaki	1,351	Nelson	960
Whangarei	1,304	Blenheim	711
Auckland	1,212	Westport	2,121
Tauranga	1,181	Kaikoura	710
Hamilton	1,108	Hokitika	2,901
Rotorua	1,342	Christchurch	618
Gisborne	996	Mt Cook	4,485
Taupo	960	Lake Tekapo	592
New Plymouth	1,386	Timaru	548
Napier	785	Milford Sound	6,715
Wanganui	918	Queenstown	749
Palmerston North	917	Alexandra	359
Masterton	928	Manapouri	1,129
Wellington	1,207	Dunedin	738
		Invercargill	1,149
		Chatham Islands	911

* 30-year average, 1981 - 2010

Source: NIWA

Population

New Zealand's total population is estimated at 4,793,900 at 30 June 2017, an increase of 2.1% over the previous 12 months. In 2014, 14% of the population lived in rural areas and 86% lived in urban areas.



MAIN URBAN AREAS		SECONDARY URBAN AREAS	
Whangarei	57,700	Pukekohe	30,800
Auckland	1,534,700	Tokoroa	13,950
Hamilton	235,900	Taupo	24,500
Tauranga	137,900	Whakatane	19,700
Rotorua	58,800	Hawera	11,950
Gisborne	36,600	Feilding	16,550
Napier-Hastings	133,000	Levin	20,900
New Plymouth	57,500	Masterton	21,800
Wanganui	40,300	Blenheim	31,300
Palmerston North	85,300	Greymouth	9,690
Kapiti	42,300	Ashburton	20,000
Wellington	412,500	Timaru	29,000
Nelson	66,700	Oamaru	13,900
Christchurch	396,700	Gore	9,860
Dunedin	120,200		
Invercargill	50,900		

Source: Statistics New Zealand

FARMING



Area of farming land 2016

14.0	million hectares, of which:		
7.7	in grassland	1.6	in plantations
2.3	in tussock or danthonia	2.3	in other land or holdings

Farm holdings 2016

In 2016, there were 55,473 holdings, irrespective of size or location, with an average area of 252 hectares. Approximately, 93% of commercial sheep and beef farms are owner-operated.

Source: Source: Beef + Lamb New Zealand Economic Service, Sheep & Beef Farm Survey, Statistics New Zealand, 2016 Agricultural Production Survey

Types of farms 2012

44%	mainly sheep & beef farming	5%	crop farming
21%	mainly dairy farming	15%	horticulture & orchards
6%	mixed livestock	9%	other

Source: Statistics New Zealand, 2012 Agricultural Census

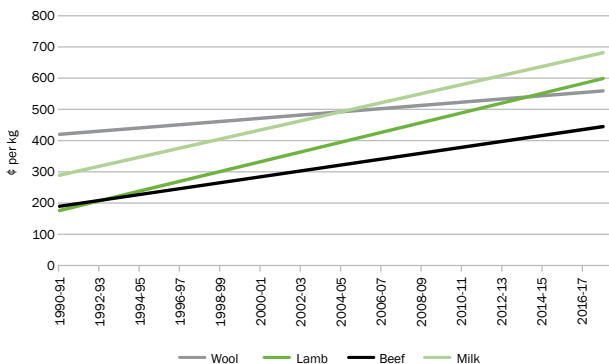
Farms by farm type 2012

	NUMBER OF FARMS ¹	AGRICULTURAL AREA (000 HA)
Sheep & Beef Farming	25,113	9,328
Dairying	12,150	2,415
Cropping	3,297	284
Deer Farming	1,128	287
Pig Farming	225	11
Poultry	135	3
Total	42,048	12,327
Other (including forestry)	16,020	2,067
TOTAL ALL FARM TYPES	58,068	14,394

1 Includes non-commercial smallholding farms.

Source: Statistics New Zealand, 2012 Agricultural Census

Farm-gate price trend



Source: Beef + Lamb New Zealand Economic Service

LIVESTOCK OVERVIEW



Livestock numbers at 30 June (million)

	2007	2017p	% CHANGE
Sheep	38.46	27.37	-29%
Beef Cattle	4.39	3.61	-18%
Dairy Cattle	5.26	6.47	+23%
Deer	1.40	0.85	-39%
Total Stock Units¹	92.16	84.27	-9%

1 Includes goats.

Source: Beef + Lamb New Zealand Economic Service, Statistics New Zealand

Total Stock Units at 30 June 2017 decreased an estimated 9% compared with 2007. The reduction is largely due to the decline in sheep numbers. While the Stock Unit is a broad measure of pasture demand, it could be argued that livestock in 2017 were better fed and more productive than in 2007.

Livestock productivity

	Unit	1990-91	2016-17p	change
Lambing Performance	lambs/100 ewes	102	126	+25
Lamb Weight	kg/head	13.9	18.6	+34%
Lamb Production	kg/ewe	9.8	20.0	+104%
Wool Production	kg/head	5.3	5.0	-6%
Steer Weight	kg/head	297	314	+6%
Milk Production	kgMS/cow	330	381	+15%

Source: Beef + Lamb New Zealand Economic Service, Livestock Improvement Corporation Ltd, DairyNZ

Livestock by production region at 30 June 2016 (000)

	TOTAL SHEEP	TOTAL BEEF	TOTAL DAIRY	TOTAL DEER
Nth/Sth Auckland	3,612	1,198	2,803	121
East Coast	6,944	896	332	84
Taranaki/Manawatu	3,138	415	922	47
NORTH ISLAND	13,694	2,509	4,057	252
Canterbury/Westland	5,844	645	1,625	295
Otago	4,335	210	228	102
Southland	3,711	169	709	186
SOUTH ISLAND	13,890	1,024	2,561	582
NEW ZEALAND	27,584	3,533	6,619	835

Totals may not add due to rounding.

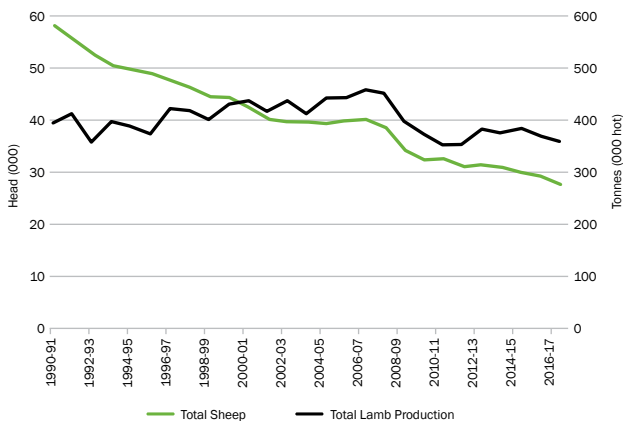
Source: Beef + Lamb New Zealand Economic Service, Statistics New Zealand

Livestock by production region at 30 June 2016 (%)

	TOTAL SHEEP	TOTAL BEEF	TOTAL DAIRY	TOTAL DEER
Nth/Sth Auckland	13%	34%	42%	14%
East Coast	25%	25%	5%	10%
Taranaki/Manawatu	11%	12%	14%	6%
NORTH ISLAND	50%	71%	61%	30%
Canterbury/Westland	21%	18%	25%	35%
Otago	16%	6%	3%	12%
Southland	13%	5%	11%	22%
SOUTH ISLAND	50%	29%	39%	70%
NEW ZEALAND	100%	100%	100%	100%

Source: Beef + Lamb New Zealand Economic Service, Statistics New Zealand

Productivity Sheep numbers and total lamb production



Source: Beef + Lamb New Zealand Economic Service

The total number of sheep dropped from 57.9 million in 1990-91 to 27.6 million in 2016-17 (-55%) while lamb production only decreased 8%.

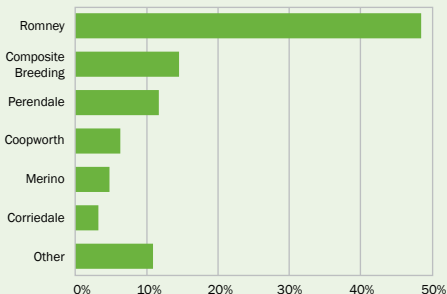
SHEEP



Sheep numbers at 30 June 2017p

- 17.7 million breeding ewes
- 9.7 million ewe hoggets, dry ewes, wethers and rams
- 27.4 million sheep wintered
- 28.8 % on 2007
- 0.8 % on 2016

Sheep breeds 2015-16



Source: Beef + Lamb New Zealand Economic Service, Sheep & Beef Farm Survey

Breeding flocks

The major breed in the North Island and southern districts of the South Island is the Romney. Corriedale and Halfbred sheep are mainly found in Canterbury, Marlborough and parts of Otago. Merino sheep are predominantly farmed in the South Island high country.

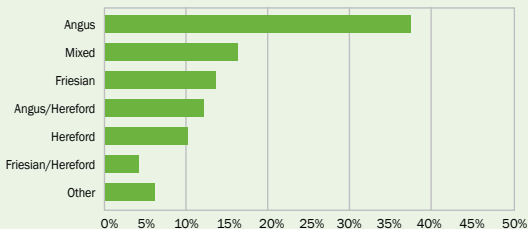
BEEF CATTLE



Beef cattle at 30 June 2017p

Beef cattle numbers were provisionally 3.6 million at 30 June 2017 of which 1.0 million were beef breeding cows and heifers. 70% of total beef cattle were in the North Island. Few farmers devote themselves exclusively to beef production. In general, the raising and finishing of beef cattle is carried out in conjunction with sheep farming. In addition, beef is produced from cull dairy cows, bobby calves and raising young bulls to produce bull beef.

Beef cattle breeds 2015-16



Source: Beef + Lamb New Zealand Economic Service, Sheep & Beef Farm Survey

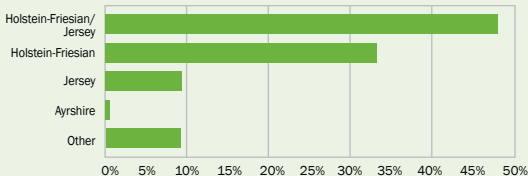
DAIRY CATTLE



Dairy cattle at 30 June 2017p

Dairy cattle, including cows, replacement heifers and breeding bulls, provisionally totalled 6.5 million at 30 June 2017.

Dairy cow breeds 2016-17

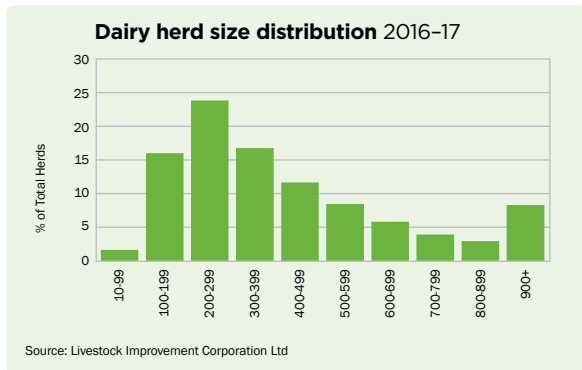


Source: Livestock Improvement Corporation Ltd, DairyNZ

60% of dairy cattle were in the North Island. The total herd of dairy cows and heifers in calf at 30 June 2017 was 5.0 million.

Herd size

Average herd size in 2006-07 337 cows
 2016-17 414 cows (+23%)



DEER



Farmed deer numbers at 30 June 2017p

Breeding hinds	397,500	Other deer	135,900
Weaners	316,100	Total deer	849,500

For the year ended September 2017, total deer industry exports were \$266 million FOB. Venison exports were worth \$165 million FOB, velvet export earnings totalled \$59 million FOB while co-products and other totalled \$30 million FOB. Deer hides and leather receipts were \$12 million FOB.

Venison exports totalled 11,939 tonnes, of which 21% went to Germany, 13% to Benelux and 29% went to the USA. In 2016-17, China remained the largest export destination for New Zealand velvet, accounting for 67% of export receipts although Korea remains the largest market for the consumption of New Zealand velvet.

Source: Deer Industry New Zealand

GOATS



A total of 112,385 farmed goats were recorded in 2016 by Statistics New Zealand. For the year ended September 2017, 89,700 export graded goats were processed to produce 1,100 tonnes at an average carcase weight of 11.8 kg.

Goat exports totalled \$8.6 million FOB (excludes goat dairy products). This comprised \$8.1 million FOB of goat meat, \$0.4 million FOB of goat fibre and \$0.2 million FOB of skins.

Source: Statistics New Zealand

PIGS



Pig production to the year ended September 2017 was 659,982 pigs, a increase of 5.5% compared to the year ended September 2016 (625,498 pigs). Production decreased by 2.9% in the North Island and increased by 10.4% in the South Island. 66% of all pigs marketed were slaughtered in the South Island. Most of the pig meat production is consumed in the local market. Total supply of pig meat in 2016-17 was 112,562 tonnes (CWE) of which 65,707 tonnes CWE were imported.

Source: New Zealand Pork

MEAT



The total number of livestock processed for the year ended 30 September 2017 at export plants and abattoirs was:

19.5 million lambs	2.4 million cattle	0.7 million pigs
3.7 million sheep	1.7 million calves	0.3 million deer
		0.1 million goats

Total meat production on a bone-in-basis for the same period was:

	000 TONNES	% AVAILABLE FOR EXPORT ¹
Lamb	362.0	99%
Mutton	94.0	98%
Beef & Veal	633.0	94%
Pig meat	46.9	NA
Goat meat	1.4	62%
Venison	16.6	99%
Total	1,153.9	92%

1 Some was consumed in New Zealand.

Source: Beef + Lamb New Zealand Economic Service, Statistics New Zealand, Deer Industry New Zealand and New Zealand Pork

Meat exports Year ended 30 September 2017

	TOTAL TONNES SW	\$ 000 FOB	\$ PER TONNE SW
Carcases	5,282	37,378	7,076
Cuts	237,108	1,924,320	8,116
Boneless	50,589	592,580	11,714
LAMB	292,979	2,554,278	8,718
Carcases	21,062	104,362	4,955
Cuts	48,119	238,014	4,946
Boneless	12,046	86,807	7,206
MUTTON	81,227	429,183	5,284
Carcases	202	948	4,692
Cuts	39,164	187,645	4,791
Boneless	332,277	2,426,577	7,303
BEEF	371,643	2,615,171	7,037
Carcases	882	3,090	3,506
Cuts	6,549	22,932	3,502
Boneless	12,547	77,386	6,168
BOBBY	19,977	103,409	5,176
GOAT	866	8,094	9,346
OFFALS	64,530	234,621	3,636
TOTAL	831,223	5,944,756	7,152

Source: Beef + Lamb New Zealand Economic Service, Statistics New Zealand

Meat exports by region Year ended 30 September 2017

% of total tonnes SW

	LAMB	MUTTON	BEEF & VEAL	OTHER ¹
Africa	1%	1%	0%	14%
European Union	36%	11%	2%	13%
Middle East	9%	4%	3%	8%
North America	11%	12%	51%	8%
North Asia	37%	56%	35%	31%
Pacific	2%	0%	3%	3%
South Asia	2%	14%	6%	18%
Other	2%	2%	1%	4%
Total	100%	100%	100%	100%

¹ Other meat and offal, variety meats, goat meat.

Source: Beef + Lamb New Zealand Economic Service, Statistics New Zealand

Average export carcass weights kg per head

Year ended 30 September	2016	2017	% change
LAMB			
North Island	18.46	18.73	1.5%
South Island	18.23	18.50	1.5%
NEW ZEALAND	18.35	18.61	1.4%
MUTTON			
North Island	24.68	24.84	0.6%
South Island	25.64	26.56	3.6%
NEW ZEALAND	25.13	25.69	2.2%
STEER AND HEIFER			
North Island	275.31	279.73	1.6%
South Island	276.84	284.99	2.9%
NEW ZEALAND	275.74	281.25	2.0%
COW			
North Island	193.23	196.04	1.5%
South Island	199.02	203.40	2.2%
NEW ZEALAND	195.29	198.59	1.7%
BULL			
North Island	305.33	305.57	0.1%
South Island	300.21	303.66	1.1%
NEW ZEALAND	304.28	305.16	0.3%

Source: Beef + Lamb New Zealand Economic Service, New Zealand Meat Board

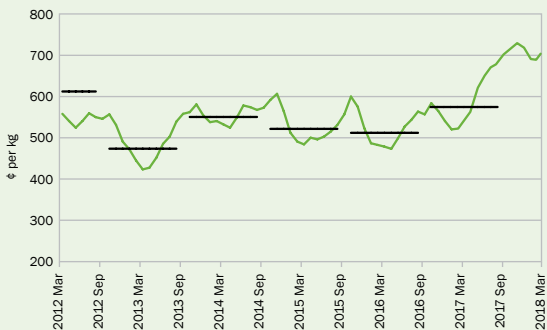
Farm-gate all grades weighted price \$ per head

Year ended 30 September	LAMB ¹	MUTTON ¹	BEEF
2007	53.89	36.30	776.20
2008	58.55	34.08	809.56
2009	89.83	50.01	818.68
2010	81.30	56.43	810.88
2011	117.64	91.76	970.89
2012	113.58	94.57	1,016.46
2013	85.30	60.79	933.43
2014	100.04	76.43	909.11
2015	93.92	66.80	1,144.16
2016	93.48	56.69	1,181.22
2017	106.44	74.01	1,252.28

1 Per head returns including skin and wool pull payments net of processing charges.

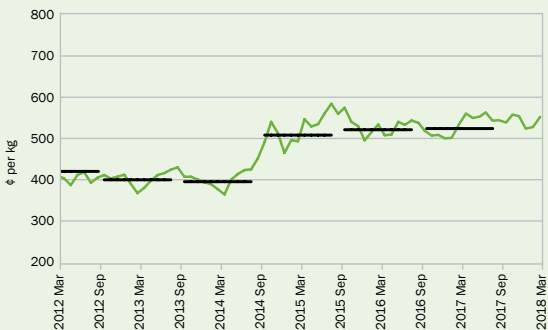
Source: Beef + Lamb New Zealand Economic Service

All grades lamb month and annual average



Source: Beef + Lamb New Zealand Economic Service

M bull month and annual average



Source: Beef + Lamb New Zealand Economic Service

Inflation-adjusted meat export values and farm-gate prices (2016-17 terms) - year ending September

	LAMB			BEEF		
	1990	2017	CHANGE	1990	2017	CHANGE
Export value (\$b FOB)	2.29	2.71	+18%	2.61	3.26	+25%
Farm-gate price (\$/hd)	39	106	+170%	962	1,252	+30%
Farm-gate price (c/kg)	275	572	+108%	390	495	+27%
Export vol - chilled ¹	3%	22%	+19 pts	4%	7%	+3 pts
Export vol - carcass ¹	47%	2%	-45 pts	0%	0%	0 pts

1 Shipped weight

Source: Beef + Lamb New Zealand Economic Service, Statistics New Zealand

New Zealand meat consumption

Year ended September 2017p

	KG PER CAPITA ¹	%
Lamb	5.4	6%
Mutton	0.9	1%
Beef and Veal	17.1	18%
Poultry	47.1	50%
Pig meat	23.6	25%
TOTAL	94.1	100%

1 carcass weight equivalent

Source: Beef + Lamb New Zealand Economic Service, Poultry Industry Association of New Zealand, New Zealand Pork Industry

Greenhouse gas emissions 1990 to 2016

	TOTAL ¹			PER TONNE OF PRODUCTION		
	1990	2016	CHANGE	1990e	2016e	CHANGE
Beef Cattle	5,738	5,229	-10%	13.4	13.0	-3%
Sheep	14,361	8,413	-40%	27.1	18.4	-32%

1 CO₂-e: Carbon dioxide equivalent

Source: Beef + Lamb New Zealand Economic Service, Ministry for the Environment

Absolute emissions for the sheep and beef sector have been steadily declining for more than 20 years and are currently sitting 30% below 1990 levels.



In 2016-17, New Zealand was the third largest producer of wool in the world and produced 9.0% of world production.

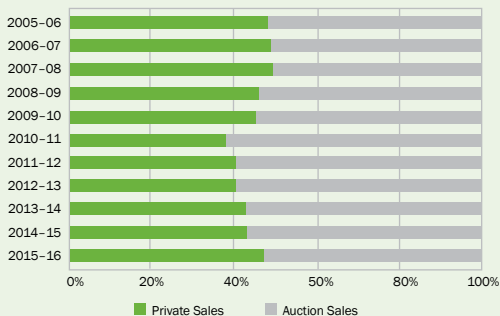
The main shear generally takes place from November to January and sheep are machine-shorn on approximately 40,000 stands. Merino sheep are sometimes blade-shorn in cooler regions.

Sheep numbers, wool production and auction price

YEAR	OPENING SHEEP (000 head)	PRODUCTION (000t greasy)	PRICE (NZ c/kg greasy)
1990-91	57,852	305.3	316.4
2001-02	40,033	228.9	385.3
2002-03	39,572	229.6	414.0
2003-04	39,552	217.7	353.3
2004-05	39,271	215.5	326.3
2005-06	39,880	224.5	298.6
2006-07	40,098	221.9	309.6
2007-08	38,460	201.3	313.7
2008-09	34,088	164.8	308.7
2009-10	32,384	177.9	313.5
2010-11	32,563	168.5	469.9
2011-12	31,132	168.3	498.1
2012-13	31,263	166.7	384.5
2013-14	30,787	159.2	430.8
2014-15	29,803	153.4	442.9
2015-16	29,121	151.4	494.1
2016-17	27,584	138.6	386.7
2017-18e	27,369	139.8	391.0

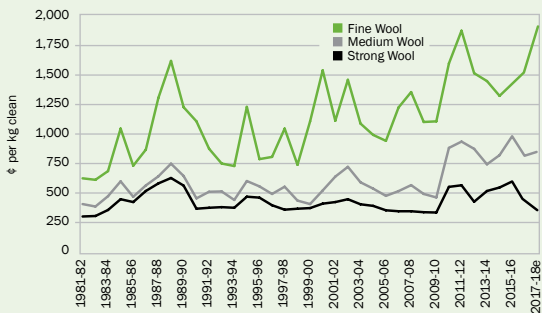
Source: Beef + Lamb New Zealand Economic Service, Statistics New Zealand

Farm-gate wool sales



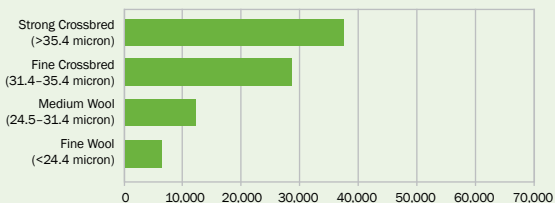
Source: Beef + Lamb New Zealand Economic Service, Sheep & Beef Farm Survey

Annual wool auction price



Source: B+LNZ Economic Service, New Zealand Wool Services International Ltd

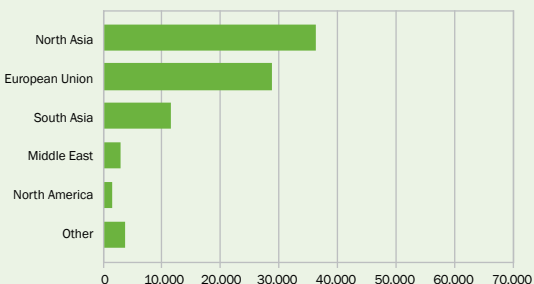
Wool exports Year ended June 2017 (tonnes clean)



Source: Beef + Lamb New Zealand Economic Service, Statistics New Zealand

Wool fibre export earnings for the year ended 30 June 2017 were \$522.1 million FOB. Wool carpet and rug export receipts were \$113.8 million FOB, with intermediate products (tops, yarns and sliver) and other final woollen products contributing a further \$43.3 million FOB. All wool products represented 1.4% (\$679.2 million FOB) of the total value of New Zealand merchandise exports.

Wool exports Year ended June 2017 (tonnes clean)



Source: Beef + Lamb New Zealand Economic Service, Statistics New Zealand



Dairy companies

Three export New Zealand dairy companies are co-operatives: Fonterra, Tatua and Westland. In addition, there are seven other dairy companies exporting dairy products: Goodman Fielder, Open Country, Synlait, Miraka, Yashili, Danone and Oceania Dairy. The largest of these companies is Fonterra, which is owned by over 10,500 dairy farmers, and processes around 16 billion litres of milk.

Dairy production 2016-17

In 2015-16, production per cow was 381 kg milksolids or 4,259 litres of milk (comprising 214 kg milk fat and 167 kg protein content).

Dairy meat 2016-17

In the year ended 30 September 2016, 1.66 million bobby calves and 0.94 million cull cows were processed. In spring 2015, an estimated 0.50 million calves were retained for dairy beef production.

Exports of dairy produce Year ended September 2017

	000 TONNES	%
Milk powder	1,793	29%
Milk solids	1,600	26%
Whole milk	1,346	22%
Butter	461	8%
Skim milk	400	7%
Cheese	353	6%
Casein	93	2%
Whey	100	2%

Source: Statistics New Zealand



Arable farming in New Zealand is located mainly on the plains and easier downland country in the South Island. The greater portion of the area sown is in Canterbury.

Cash crops

In the year ended June 2017, wheat was harvested from 41,300 hectares, barley from 42,200 hectares, maize from 15,100 hectares and oats from 5,900 hectares. Associated yields for wheat, barley, maize and oats were 9.9, 7.0, 9.9 and 5.7 tonnes per hectare respectively.

Grain and seed crop production

Year ended 30 June 2012

	NORTH ISLAND	SOUTH ISLAND	NEW ZEALAND
WHEAT			
Tonnes	15,500	473,100	488,600
Hectares	2,600	52,200	54,800
Tonnes/ha	6.0	9.1	8.9
BARLEY			
Tonnes	48,800	390,000	438,800
Hectares	9,200	56,500	65,700
Tonnes/ha	5.3	6.9	6.7
MAIZE			
Tonnes	205,800	5,400	211,200
Hectares	18,900	500	19,400
Tonnes/ha	10.9	10.8	10.9
OATS			
Tonnes	600	17,500	18,100
Hectares	200	3,700	3,900
Tonnes/ha	3.0	4.7	4.6

Totals may not add due to rounding.

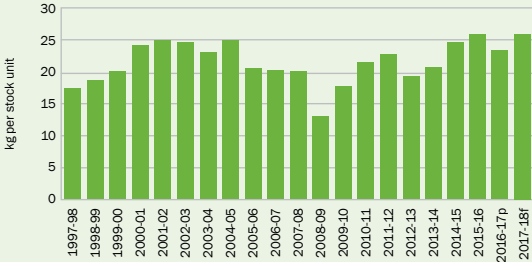
Source: Statistics New Zealand, 2012 Agricultural Census



Fertiliser sales

Most New Zealand soils need fertilisers, especially phosphate and sulphur, and topdressing of pastures is essential for their maintenance and productivity. Peak deliveries each year are made in October and again in February to April, when spring and autumn topdressing take place.

Sheep and beef farm fertiliser use



Source: B+LNZ Economic Service, Sheep & Beef Farm Survey, All Classes Sheep and Beef Farm

Fertiliser usage varies considerably between regions due to differences in soil type, climate and type of farming. There is a strong link between stock performance and fertiliser use.

Sheep and beef farm fertiliser use 2015-16

	NUTRIENT USE - KG PER HA ¹			TOTAL FERTILISER	
	N	P	K	KG PER HA ^{1,2}	KG PER SU ²
Northland/Waikato/BOP	15.2	17.9	11.0	252.7	27.3
East Coast	12.1	15.5	1.8	190.6	21.6
Taranaki/Manawatu	9.5	13.8	3.4	179.4	20.2
NORTH ISLAND	12.7	16.1	5.2	210.8	23.5
Marlborough/Canterbury	19.5	7.3	4.9	132.9	32.8
Otago/Southland	7.1	8.7	4.0	117.9	22.8
SOUTH ISLAND	14.4	7.8	4.5	125.5	28.3
NEW ZEALAND	13.7	10.9	4.7	157.3	25.7

1 Effective area 2 Total applied fertiliser includes other nutrients and inactive components to improve application and utilisation

Source: B+LNZ Economic Service, Sheep & Beef Farm Survey, All Classes Sheep and Beef Farm



Sheep and beef farm revenue, expenditure and profit

\$ per Farm¹

SUMMARY		2006-07	2015-16	2016-17p
1	REVENUE			
2	Wool	38,698	54,136	35,200
3	Sheep	132,526	183,709	200,000
4	Cattle	76,876	125,930	132,800
5	Dairy Grazing	7,381	29,009	27,700
6	Deer + Velvet	2,689	3,819	3,900
7	Goat + Fibre	25	51	0
8	Cash Crop	28,139	45,669	49,200
9	Other	12,783	17,218	17,300
10	TOTAL GROSS REVENUE	299,117	459,541	466,100
11	EXPENDITURE			
12	Fert, Lime & Seeds	38,448	64,995	60,800
13	Repairs & Maintenance	19,954	32,747	31,900
14	Other Working Expenses	115,404	165,437	159,700
15	TOTAL WORKING EXPENSES	173,806	263,179	252,400
16	Interest & Rent	54,510	68,017	66,600
17	Other Standing Charges	17,044	25,929	26,700
18	Depreciation	24,647	30,388	29,800
19	TOTAL EXPENDITURE	270,007	387,513	375,500
20	FARM PROFIT BEFORE TAX²	29,110	72,028	90,600

1 The Weighted Average All Classes Sheep and Beef Farm at 1 July 2016 carried 2,614 sheep, 333 beef cattle and 23 deer totalling 3,977 Stock Units.

2 Farm Profit Before Tax is required to meet personal drawings, taxation payments, debt repayments and the purchase of capital items.

Source: Beef + Lamb New Zealand Economic Service, Sheep & Beef Farm Survey, All Classes Sheep and Beef Farm

Revenue sources

Revenue	2006-07	2015-16	2016-17p
Wool	13%	12%	8%
Sheep	44%	40%	43%
Cattle	26%	27%	28%
Dairy Grazing	2%	6%	6%
Deer + Velvet	1%	1%	1%
Cash Crop	9%	10%	11%
Other	4%	4%	4%

Source: Beef + Lamb New Zealand Economic Service, Sheep & Beef Farm Survey, All Classes Sheep and Beef Farm

AGRICULTURAL PRODUCTION & EXPORTS



Value and volume of agricultural production and exports

YEAR	TOTAL AGRICULTURAL EXPORTS (\$m FOB)	TOTAL PASTORAL EXPORTS (\$m FOB)	WOOL PRODUCTION (000 TONNES CLEAN)	MILK SOLIDS PROCESSED (000 TONNES)	MEAT PRODUCTION (000 TONNES BONE-IN)
NOTE	1	1	1	2	3,4
2006-07	17,781	13,370	165.7	1,316	1,196
2007-08	20,521	15,874	149.5	1,270	1,233
2008-09	22,271	17,114	122.4	1,393	1,138
2009-10	20,906	16,022	132.2	1,438	1,106
2010-11	24,398	19,294	124.9	1,513	1,088
2011-12	25,050	19,691	124.7	1,685	1,051
2012-13	24,964	19,439	123.5	1,658	1,117
2013-14	30,180	24,444	117.9	1,825	1,119
2014-15	28,024	21,740	113.6	1,890	1,183
2015-16	28,174	20,720	112.1	1,862	1,134
2016-17	28,656	21,149	102.7	1,851	1,089

1 Year Ended June. 2 Year Ended May. 3 Year Ended September. 4 Inspected meat production at export plants and abattoirs – lamb, mutton, beef and veal.

Source: Beef + Lamb New Zealand Economic Service, Ministry for Primary Industries, Statistics New Zealand, Livestock Improvement Corporation Ltd

Value of New Zealand exports

Year ended 30 June (\$ million FOB)

	2013	2014	2015	2016	2017	% Change
PASTORAL PRODUCTS						
WOOL						
Raw Wool	678	733	805	760	522	-31.3%
MEAT						
Lamb	2,263	2,485	2,504	2,569	2,441	-5.0%
Mutton	395	488	418	419	417	-0.5%
Beef & Veal	2,143	2,199	2,980	3,095	2,706	-12.6%
Venison	171	187	174	182	162	-11.3%
Edible Offal	209	217	231	254	260	2.6%
Other (poultry, pork)	226	221	235	249	252	1.3%
TOTAL MEAT	5,407	5,798	6,542	6,769	6,238	-7.8%
DAIRY						
Milk & Powders	7,968	11,648	8,259	7,062	7,878	11.6%
Butter	1,910	2,699	2,219	2,378	2,794	17.5%
Cheese	1,441	1,482	1,557	1,720	1,830	6.4%
Casein	859	1,030	1,135	976	849	-13.0%
TOTAL DAIRY	12,177	16,860	13,170	12,137	13,352	10.0%
OTHER ANIMAL PRODUCTS						
Hides & Skins	341	320	265	226	178	-21.5%
Deer Velvet	19	29	34	37	50	34.2%
Tallow	149	120	109	116	141	21.6%
Animal Oils & Fats	14	10	9	9	15	69.1%
Crude Animal Materials	415	366	436	424	379	-10.7%
TOTAL OTHER	939	846	853	812	763	-6.1%
LIVESTOCK	238	208	370	242	274	13.2%
TOTAL PASTORAL	19,439	24,444	21,740	20,720	21,149	2.1%
HORTICULTURE & ARABLE						
Fresh Kiwifruit	934	931	1,182	1,673	1,664	-0.5%
Fresh Apples	475	536	562	692	691	-0.1%
Other Fruit & Nuts	131	211	262	258	322	25.0%
Vegetables	404	400	395	439	431	-2.0%
Seeds, Plants, Plant Material	290	265	250	275	245	-11.0%
Cereals	25	52	15	29	20	-31.2%
TOTAL HORTICULTURE & ARABLE	2,260	2,395	2,665	3,366	3,373	0.2%

Value of New Zealand exports (continued)

	2013	2014	2015	2016	2017	% Change
PROCESSED AGRICULTURE						
Tops, Yarns & Sliver	50	34	27	27	23	-17.2%
Carpets & Rugs	107	112	113	134	114	-14.8%
Other Final Woollen Products	20	19	18	19	19	0.2%
Leather/Dressed Skins	267	304	305	283	238	-15.8%
Meat Meal & Animal Feeds	277	256	277	301	326	8.2%
Processed Fruit & Veg	362	368	342	337	363	7.8%
Wine	1,217	1,340	1,422	1,568	1,669	6.4%
Cereal Products	20	25	28	23	23	-2.8%
TOTAL PROCESSED	2,320	2,458	2,532	2,692	2,774	3.0%
OTHER AGRICULTURAL EXPORTS	944	883	1,086	1,396	1,361	-2.5%
TOTAL AGRICULTURE	24,964	30,180	28,024	28,174	28,656	1.7%
FORESTRY						
Sawn Timber & Logs	2,760	3,434	2,909	3,187	3,617	13.5%
Other Wood & Wood Products	612	581	562	631	597	-5.5%
Pulp & Paper Products	1,077	1,105	1,125	1,234	1,180	-4.4%
TOTAL FORESTRY	4,449	5,119	4,596	5,052	5,394	6.8%
FISH	1,343	1,325	1,406	1,576	1,570	-0.4%
TOTAL PRIMARY EXPORTS	30,757	36,624	34,025	34,801	35,620	2.4%
OTHER MERCHANDISE EXPORTS						
Aluminium	995	946	1,069	978	1,018	4.1%
Mineral Fuels	2,342	1,616	1,227	688	771	12.0%
Machinery & Equipment	2,209	2,092	2,161	2,245	2,075	-7.6%
Other Exports	7,811	8,083	7,786	8,420	8,603	2.2%
TOTAL MERCHANDISE EXPORTS	44,113	49,360	46,268	47,132	48,087	2.0%
PASTORAL % OF EXPORTS	44.1%	49.5%	47.0%	44.0%	44.0%	
AGRICULTURE % OF EXPORTS	56.6%	61.1%	60.6%	59.8%	59.6%	
PRIMARY % OF EXPORTS	69.7%	74.2%	73.5%	73.8%	74.1%	

Source: Beef + Lamb New Zealand Economic Service, Statistics New Zealand

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