COMPENDIUM OF NEW ZEALAND FARM FACTS

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beef+lamb new zealand

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DISCLAIMER

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New Zealand Meat Board, Poultry Industry Association of New Zealand, Deer Industry New Zealand, Livestock Improvement Corporation Ltd, Ministry for Primary Industries, National Institute of Water and Atmospheric Research (NIWA), New Zealand Pork Industry Board, Statistics New Zealand, New Zealand Wool Services International Ltd, The Fertiliser Association of New Zealand.

KEY

FOB = Free on Board
p = Provisional
kgMS = Kilograms of Milksolids
CWE = Carcase Weight Equivalent

SW = Shipped Weight
e = Estimate
N = Nitrogen

ha = Hectares
SU = Stock Unit
P = Phosphorus

$ = New Zealand Dollars
NA = Not Available
K = Potassium

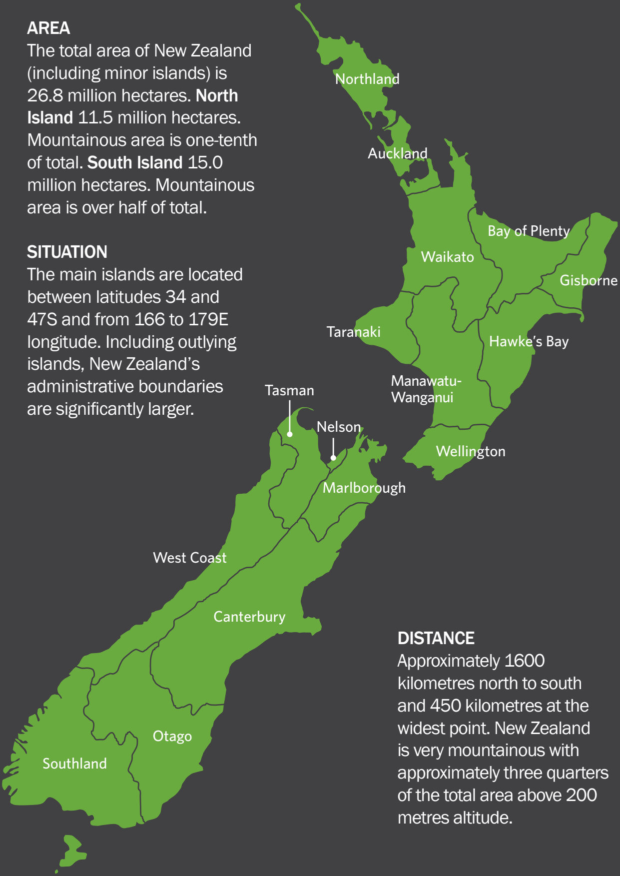
CONTENTS

OVERVIEW

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 2018

2018: New Zealand's second-equal warmest year on record

Temperatures Annual temperatures were above average (+0.51°C to +1.20°C above the annual average) across the majority of New Zealand, including much of the North Island as well as western and southern South Island. A small strip of well above average (>1.20°C from average) temperatures were observed in southern Manawatu-Whanganui. Elsewhere, near average (within -0.50°C to +0.50°C of average) temperatures occurred in parts of southern Canterbury, Otago, small parts of Auckland and the Far North. 2018 was the equal second-warmest year on record for New Zealand, based on NIWA's seven-station series which began in 1909.

Rainfall Yearly rainfall in 2018 was above normal (120-149% of the annual normal) across much of the eastern and upper South Island, as well as parts of Wellington, Wairarapa, Bay of Plenty, northern Waikato, and Auckland. Well above normal rainfall (>149% of normal) was observed in portions of southern Canterbury. Rainfall was near normal (80-119% of normal) for the remainder of New Zealand.

Sunshine The wider Nelson region experienced New Zealand's highest annual sunshine total during 2018 (2555 hours).

Soil moisture 2018 began with below or well below normal soil moisture nearly nationwide, but soil moisture in the North Island and upper South Island gradually increased during January. Widespread heavy rainfall from ex-tropical cyclones Fehi and Gita during February resulted in well above normal soil moisture across most of New Zealand. Near to above normal soil moisture persisted through autumn, with near normal soil moisture widespread during the winter. During spring, soils became drier than normal in much of the country, although remained wetter than normal in southern Canterbury and Otago. Heavy rain in November caused soils in the east of both islands to become wetter than normal, while a heavy rain event around Christmas did the same for the upper North Island. As of 1 January 2019, soils were much wetter than normal in the upper and eastern North Island, and large portions of the eastern South Island. Soils were drier than normal in parts of Taranaki, Tasman, West Coast, and Southland.

Annual rainfall by district (mm)*

NORTH ISLAND		SOUTH ISLAND	
Kaitaia	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 4,885,500 at 30 June 2018, an increase of 1.9% over the previous 12 months. In 2018, an estimated 16% of the population lived in rural areas and 84% lived in urban areas. Over the 22 years since 1996, the urban population grew by 1 million (32%), and the rural population grew by 151,000 (24%).

MAJOR AND LARGE URBAN AREAS	
Whangarei	52,600
Auckland	1,467,800
Hamilton	169,300
Tauranga	135,000
Rotorua	54,500
Gisborne	35,500
Napier	62,800
Hastings	45,000
New Plymouth	55,300
Whanganui	39,400
Palmerston North	80,300
Wellington	215,400
Nelson	49,300
Christchurch	377,200
Dunedin	104,500
Invercargill	48,700

MEDIUM AND SMALL URBAN AREAS	
Pukekohe	24,300
Tokoroa	13,650
Taupo	23,900
Whakatane	15,850
Hawera	9,810
Feilding	16,450
Levin	17,700
Paraparaumu	28,900
Masterton	20,100
Blenheim	26,400
Greymouth	8,160
Ashburton	19,600
Timaru	28,300
Oamaru	13,150
Gore	7,980

Source: Statistics New Zealand

Area of farming land 2017

13.9	million hectares, of which:		
7.7	in grassland	1.6	in plantations
2.4	in tussock or danthonia	2.2	in other land or holdings

Farm holdings 2017

In 2017, there were over 52,000 farm holdings, irrespective of size or location, with an average area of 266 hectares.

Approximately 93% of commercial sheep and beef farms are owner-operated.

Source: Beef + Lamb New Zealand Economic Service, Sheep & Beef Farm Survey, Statistics New Zealand, 2017 Agricultural Production Census

Biodiversity

Sheep and beef farms contain 25% of the total native vegetation in New Zealand, comprising 2.8 million ha. Half of the native vegetation that occurs on sheep and beef farms (1.4 million ha) is woody. This represents 17% of the total native woody vegetation in New Zealand. The native woody vegetation on sheep and beef farms is particularly important because it typically occurs in those parts of New Zealand with the least remaining native woody vegetation (and the least public conservation land), especially at lower altitudes and in drier regions.

Source: Desk-top assessment of native vegetation on New Zealand sheep and beef farms, University of Canterbury 2018

Greenhouse gas emissions 1990 to 2017

	TOTAL[1]			PER TONNE OF PRODUCTION[2]		
	1990	2017	CHANGE	1990e	2017e	CHANGE
Beef Cattle	5,723	5,298	-7%	13.3	12.4	-7%
Sheep	14,086	8,253	-41%	26.6	18.1	-32%

1 kilotonnes CO_2-e: Carbon dioxide equivalent
2 tonnes CO_2-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.

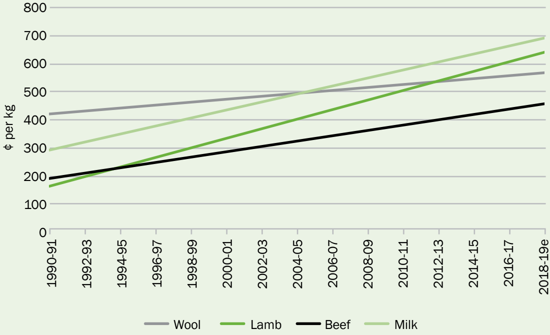
Farms by farm type 2017

	NUMBER OF FARMS[1] No.	%	AGRICULTURAL AREA ha (000)	%
Sheep & Beef Farming	23,403	45%	8,765	63%
Dairying	11,100	21%	2,442	18%
Cropping	2,991	6%	365	3%
Deer Farming	783	1%	261	2%
Pig Farming	150	0%	8	0%
Poultry	162	0%	4	0%
Forestry	4,194	8%	1,784	13%
Other	9,510	18%	271	2%
TOTAL ALL FARM TYPES	**52,293**	**100%**	**13,900**	**100%**

1 Includes non-commercial smallholding farms.

Source: Statistics New Zealand, 2017 Agricultural Production Census

Farm-gate price trend



Source: Beef + Lamb New Zealand Economic Service

LIVESTOCK OVERVIEW

Livestock numbers at 30 June (million)

	2008		2018		% CHANGE	
	No.	SU	No.	SU	No.	SU
Sheep	34.1	30.9	27.3	24.3	-20%	-21%
Beef Cattle	4.1	20.0	3.7	17.9	-10%	-11%
Dairy Cattle	5.6	35.6	6.4	40.8	+14%	+15%
Deer	1.2	2.2	0.9	1.5	-25%	-32%
TOTAL STOCK UNITS[1]	-	**88.6**	-	**84.7**	-	**-5%**

1 Includes goats.
Source: Beef + Lamb New Zealand Economic Service, Statistics New Zealand

Total Stock Units at 30 June 2018 decreased an estimated 5% compared with 2008. 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 2018 were better fed and more productive than in 2008.

Livestock productivity

	Unit	1990-91	2017-18p	Change
Lambing Performance	lambs/100 ewe	102	132	+30%
Lamb Weight	kg/head	13.9	18.6	+33%
Lamb Production	kg/ewe	9.8	21.1	+116%
Wool Production	kg/head	5.3	5.2	-2%
Steer Weight	kg/head	297	312	+5%
Milk Production	kgMS/cow	259[1]	368	+42%

1 Figure is from 1992-93.
Source: Beef + Lamb New Zealand Economic Service, Livestock Improvement Corporation Ltd, DairyNZ

Livestock by production region at 30 June 2017 (000 head)

	TOTAL SHEEP	TOTAL BEEF	TOTAL DAIRY	TOTAL DEER
Northland/Waikato/BoP	3,445	1,218	2,738	123
East Coast	6,918	905	307	74
Taranaki/Manawatu	3,257	454	911	47
NORTH ISLAND	**13,619**	**2,577**	**3,956**	**245**
Canterbury/Westland	5,768	649	1,641	292
Otago	4,152	215	252	107
Southland	3,987	175	681	192
SOUTH ISLAND	**13,907**	**1,039**	**2,574**	**592**
NEW ZEALAND	**27,527**	**3,616**	**6,530**	**836**

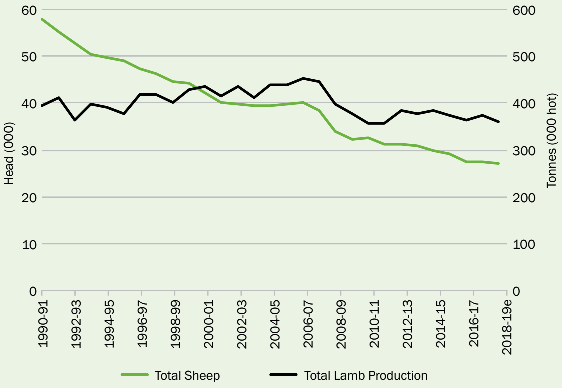
Totals may not add due to rounding.
Source: Beef + Lamb New Zealand Economic Service, Statistics New Zealand

Livestock by production region at 30 June 2017 (%)

	TOTAL SHEEP	TOTAL BEEF	TOTAL DAIRY	TOTAL DEER
Northland/Waikato/BoP	13%	34%	42%	15%
East Coast	25%	25%	5%	9%
Taranaki/Manawatu	12%	13%	14%	6%
NORTH ISLAND	**49%**	**71%**	**61%**	**29%**
Canterbury/Westland	21%	18%	25%	35%
Otago	15%	6%	4%	13%
Southland	14%	5%	10%	23%
SOUTH ISLAND	**51%**	**29%**	**39%**	**71%**
NEW ZEALAND	**100%**	**100%**	**100%**	**100%**

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

Productivity Total sheep and lamb production



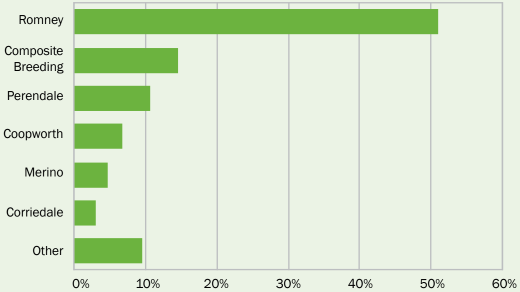
Source: Beef + Lamb New Zealand Economic Service

The total number of sheep dropped from 57.9 million in 1990-91 to 27.5 million in 2017-18 (-56%) while lamb production only decreased 5%.

Sheep numbers at 30 June 2018

17.2	million breeding ewes
10.1	million ewe hoggets, dry ewes, wethers and rams
27.3	million sheep
-19.9	% on 2008
-0.8	% on 2017

Sheep breeds 2016-17



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

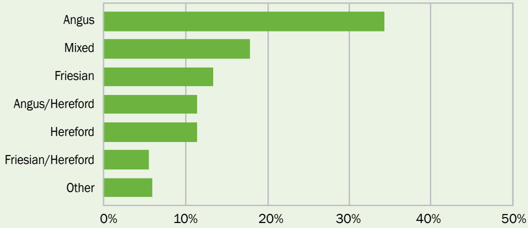
Breeding flocks

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

Beef cattle at 30 June 2018

Beef cattle numbers were 3.7 million at 30 June 2018 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 2016-17

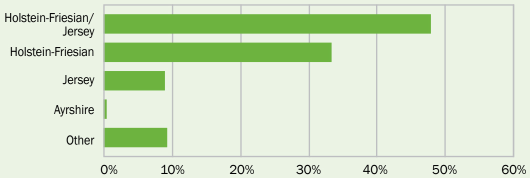


Source: Beef + Lamb New Zealand Economic Service, Sheep & Beef Farm Survey

Dairy cattle at 30 June 2018

Dairy cattle, including cows, replacement heifers and breeding bulls, totalled 6.4 million at 30 June 2018.

Dairy cow breeds 2017–18



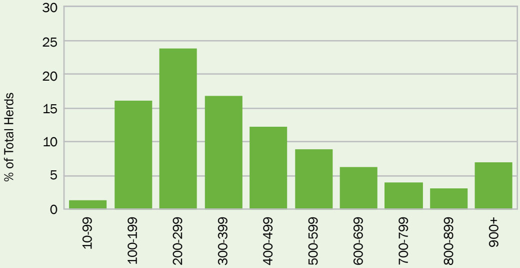
Source: Livestock Improvement Corporation Ltd, DairyNZ

61% of dairy cattle were in the North Island. The total herd of dairy cows and heifers in calf at 30 June 2018 was 4.9 million.

Herd size

Average herd size in	2007–08	351 cows
	2017–18	431 cows (+23%)

Dairy herd size distribution 2017–18



Source: Livestock Improvement Corporation Ltd

DEER

Farmed deer numbers at 30 June 2018p

Breeding hinds	413,000	Other deer	150,000
Weaners	330,000	Total deer	893,000

For the year ended September 2018, total deer industry exports were $318 million FOB. Venison exports were worth $195 million FOB, velvet export earnings totalled $65 million FOB while co-products and other totalled $47 million FOB. Deer hides and leather receipts were $11 million FOB.

Venison exports totalled 12,132 tonnes at an average of $16,073 per tonne. 35% went to the USA, 22% to Germany and 14% went to Benelux. In 2017-18, China remained the largest export destination for New Zealand velvet accounting for 65% 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 98,812 farmed goats were recorded in 2017 by Statistics New Zealand. For the year ended September 2018, 114,500 export graded goats were processed to produce 1,300 tonnes at an average carcase weight of 11.1 kg.

Goat exports totalled $9.3 million FOB (excludes goat dairy products). This comprised $8.7 million FOB of goat meat, $0.4 million FOB of goat fibre and $0.1 million FOB of skins.

Source: Statistics New Zealand

PIGS

Pig production in the year ended September 2018 was 651,412 pigs, a decrease of 1.3% compared to the year ended September 2017 (659,982 pigs).

The number of pigs processed decreased by 5% in the North Island and increased by 0.6% in the South Island. Of all pigs processed, 66% were in the South Island.

Most of the pig meat production is consumed in the local market. Total supply of pig meat in 2017-18 was 116,282 tonnes (CWE) of which 69,918 tonnes (CWE) were imported.

Source: New Zealand Pork

MEAT

The total number of livestock processed for the year ended 30 September 2018 at export plants and abattoirs was:

20.1 million lambs	2.6 million cattle	0.7 million pigs
4.1 million sheep	1.8 million calves	0.3 million deer
		0.1 million goats

Total meat production on a carcase weight equivalent basis for the same period was:

	000 TONNES	% AVAILABLE FOR EXPORT[1]
Lamb	374.0	99%
Mutton	104.0	98%
Beef & Veal	680.0	94%
Pig meat	46.4	NA
Goat meat	1.4	62%
Venison	16.7	95%
Total	**1,222.5**	**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 2018

	TOTAL TONNES SW	$ 000 FOB	$ PER TONNE SW
Carcases	5,236	43,065	8,225
Cuts	256,125	2,428,354	9,481
Boneless	52,055	720,635	13,844
LAMB	**313,417**	**3,192,054**	**10,185**
Carcases	24,113	145,617	6,039
Cuts	61,588	373,873	6,071
Boneless	10,492	105,486	10,054
MUTTON	**96,193**	**624,976**	**6,497**
Carcases	73	517	7,084
Cuts	46,233	225,095	4,869
Boneless	366,759	2,751,063	7,501
BEEF	**413,065**	**2,976,675**	**7,206**
Carcases	464	2,289	4,933
Cuts	8,342	30,951	3,710
Boneless	12,768	86,255	6,755
BOBBY	**21,574**	**119,494**	**5,539**
GOAT	**970**	**8,744**	**9,017**
OFFALS	**64,820**	**238,563**	**3,680**
TOTAL	**910,038**	**7,160,507**	**7,868**

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

Meat exports by region Year ended 30 September 2018

% of total tonnes SW

	LAMB	MUTTON	BEEF & VEAL	OTHER[1]
Africa	1%	1%	0%	11%
European Union	35%	8%	2%	12%
Middle East	7%	1%	2%	11%
North America	10%	6%	49%	9%
North Asia	42%	76%	38%	34%
Pacific	2%	0%	2%	4%
South Asia	2%	7%	6%	19%
Other	2%	0%	0%	1%
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 carcase weights kg per head

Year ended 30 September	2017	2018	% change
LAMB			
North Island	18.73	18.72	-0.1%
South Island	18.50	18.41	-0.5%
NEW ZEALAND	18.61	18.56	-0.3%
MUTTON			
North Island	24.84	25.39	+2.2%
South Island	26.56	26.12	-1.7%
NEW ZEALAND	25.69	25.78	+0.4%
STEER AND HEIFER			
North Island	279.73	277.75	-0.7%
South Island	284.99	284.32	-0.2%
NEW ZEALAND	281.25	279.77	-0.5%
COW			
North Island	196.04	195.91	-0.1%
South Island	203.40	199.07	-2.1%
NEW ZEALAND	198.59	197.06	-0.8%
BULL			
North Island	305.57	301.86	-1.2%
South Island	303.66	297.02	-2.2%
NEW ZEALAND	305.16	300.66	-1.5%

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

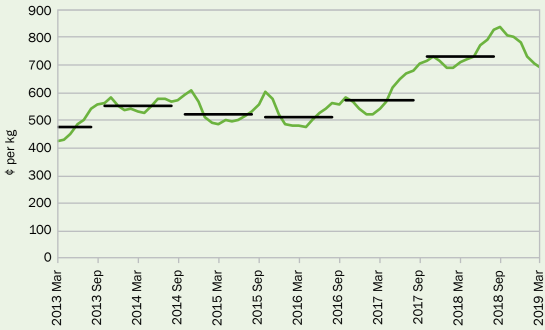
Farm-gate all classes weighted price $ per head

Year ended 30 September	LAMB[1]	MUTTON[1]	BEEF
2008	59	34	810
2009	90	50	819
2010	81	56	811
2011	118	92	971
2012	114	95	1,016
2013	85	61	933
2014	100	76	909
2015	94	67	1,144
2016	93	57	1,181
2017	106	74	1,252
2018	134	108	1,245

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

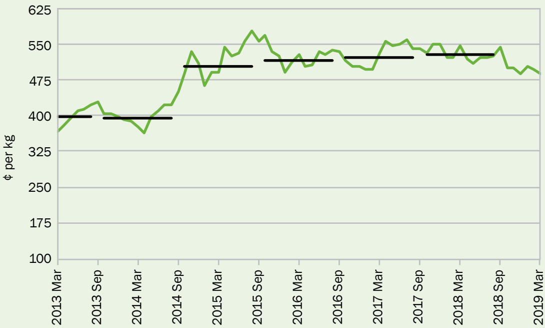
Source: Beef + Lamb New Zealand Economic Service

All classes lamb month and annual average



Source: Beef + Lamb New Zealand Economic Service

M bull month and annual average

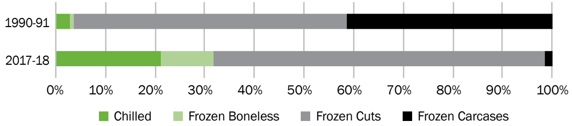


Source: Beef + Lamb New Zealand Economic Service

Inflation-adjusted meat export values and farm-gate prices (2017-18 terms) - year ending September

	LAMB			BEEF		
	1990-91	2017-18	CHANGE	1990-91	2017-18	CHANGE
Export value ($b FOB)	2.33	3.35	+44%	2.66	3.62	+36%
Farm-gate price ($/hd)	40	134	+234%	981	1,245	+27%
Farm-gate price (c/kg)	281	725	+158%	398	496	+25%
Export vol - chilled	3%	21%	+18 pts	4%	7%	+3 pts
Export vol - carcase	47%	2%	-45 pts	0%	0%	0 pts

Export Lamb Product Mix



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

New Zealand meat consumption
Year ended September 2018p

	KG CWE PER CAPITA	%
Lamb	5.0	5%
Mutton	0.7	1%
Beef	17.2	18%
Poultry	47.8	51%
Pig meat	23.9	25%
TOTAL	94.6	100%

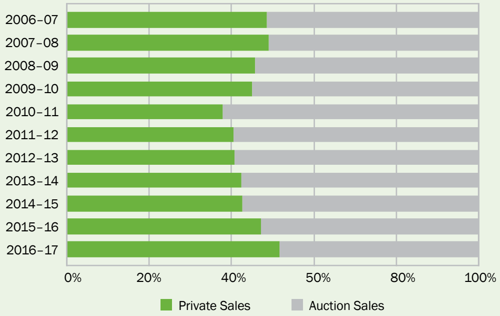
Source: Beef + Lamb New Zealand Economic Service, Poultry Industry Association of New Zealand, New Zealand Pork Industry

WOOL

In 2017-18, New Zealand was the third largest producer of wool in the world and produced 8.9% 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.

Farm-gate wool sales



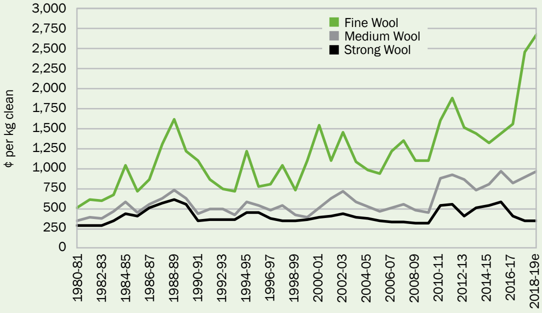
Source: Beef + Lamb New Zealand Economic Service, Sheep & Beef Farm Survey

Sheep numbers, wool production and auction price

YEAR	OPENING SHEEP (000 head)	PRODUCTION (000t greasy)	AVERAGE PRICE (NZ c/kg greasy)
1990-91	57,852	305.3	316.4
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	167.1	384.5
2013-14	30,787	158.4	430.8
2014-15	29,803	153.8	442.9
2015-16	29,121	151.6	494.1
2016-17	27,584	143.4	385.6
2017-18	27,527	142.1	397.0
2018-19e	27,254	139.2	412.0

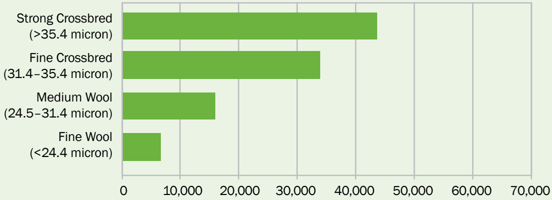
Source: Beef + Lamb New Zealand Economic Service, Statistics New Zealand

Annual wool auction price



Source: Beef + Lamb New Zealand Economic Service, New Zealand Wool Services International Ltd

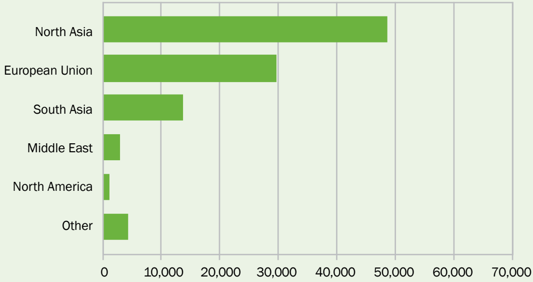
Wool exports Year ended June 2018 (tonnes clean)



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

Wool fibre export earnings for the year ended 30 June 2018 were $542.5 million FOB. Wool carpet and rug export receipts were $104.3 million FOB, with intermediate products (tops, yarns and sliver) and other final woollen products contributing a further $40.6 million FOB. All wool products represented 1.3% ($687.5 million FOB) of the total value of New Zealand merchandise exports.

Wool exports Year ended June 2018 (tonnes clean)



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

Dairy companies

Two New Zealand dairy companies that export are co-operatives: Fonterra and Tatua. In addition, there are eight other dairy companies exporting dairy products: Goodman Fielder, Open Country, Synlait, Miraka, Yashili, Danone, Westland and Oceania Dairy. The largest of these companies is Fonterra, which is owned by over 10,000 dairy farmers, and processes around 16 billion litres of milk.

Dairy production 2017-18

In 2017-18, production per cow was 368 kg milksolids or 4,151 litres of milk (comprising 207 kg milk fat and 161 kg protein content)

Dairy meat 2017-18

In the year ended 30 September 2018, 1.80 million bobby calves and 1.03 million cull cows were processed. In spring 2017, an estimated 0.62 million calves were retained for dairy beef production.

Exports of dairy produce Year ended September 2018

	000 TONNES	%
Milk powder	1,745	29%
Milk solids	1,581	26%
Whole milk	1,335	22%
Butter	467	8%
Skim milk	369	6%
Cheese	328	5%
Casein	86	1%
Whey	91	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 2018, wheat was harvested from 41,400 hectares, barley from 56,300 hectares and maize from 17,300 hectares. Associated yields for wheat, barley and maize were 9.0, 6.7 and 11.1 tonnes per hectare respectively.

Grain and seed crop production

Year ended 30 June 2018

	NORTH ISLAND	SOUTH ISLAND	NEW ZEALAND
WHEAT			
Harvested (tonnes)	9,100	361,900	371,000
Production area (ha)	1,400	40,000	41,400
Yield (tonnes/ha)	6.5	9.0	9.0
BARLEY			
Harvested (tonnes)	49,400	330,300	379,700
Production area (ha)	8,300	48,000	56,300
Yield (tonnes/ha)	6.0	6.9	6.7
MAIZE			
Harvested (tonnes)	185,700	6,300	192,000
Production area (ha)	16,800	500	17,300
Yield (tonnes/ha)	11.1	12.6	11.1

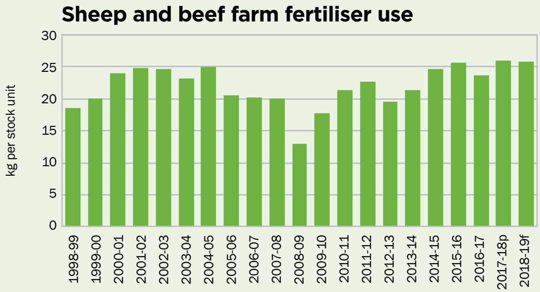
Totals may not add due to rounding.

Source: Statistics New Zealand, 2018 Agricultural Production Survey

Fertiliser sales

Fertiliser provides plants with nutrients that are not readily available in the soil. By meeting these nutrient demands, farmers are able to foster plant growth and health. It is estimated that without fertiliser use, New Zealand's soils would be able to support less than half, and possibly as low as 25%, of the animals grazed or crops grown.

Reference: Fertiliser Association of New Zealand, Beef + Lamb New Zealand



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.

Sheep and beef farm fertiliser use 2016-17

	NUTRIENT USE - KG PER HA[1]			TOTAL FERTILSER	
	N	P	K	KG PER HA[1,2]	KG PER SU[2]
Northland/Waikato/BOP	15.0	15.5	10.9	208.2	22.3
East Coast	10.2	12.7	1.3	150.6	18.1
Taranaki/Manawatu	8.3	14.3	3.8	175.0	19.6
NORTH ISLAND	**11.2**	**14.0**	**5.1**	**176.7**	**20.1**
Marlborough/Canterbury	17.2	6.9	4.3	125.8	31.4
Otago/Southland	7.4	10.0	4.4	121.4	24.0
SOUTH ISLAND	**13.2**	**7.9**	**4.2**	**121.7**	**28.1**
NEW ZEALAND	**12.4**	**10.2**	**4.5**	**142.4**	**23.7**

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 Farm[1]

SUMMARY		2007-08	2016-17	2017-18p
1	**REVENUE**			
2	Wool	36,727	36,240	36,200
3	Sheep	117,694	204,793	263,800
4	Cattle	71,909	139,455	153,900
5	Dairy Grazing	9,262	27,229	28,800
6	Deer + Velvet	4,300	4,588	4,800
7	Goat + Fibre	5	14	0
8	Cash Crop	34,273	46,178	50,600
9	Other	16,851	20,702	17,300
10	**TOTAL GROSS REVENUE**	**291,021**	**479,199**	**555,400**
11	**EXPENDITURE**			
12	Fert, Lime & Seeds	42,354	59,738	70,300
13	Repairs & Maintenance	17,016	31,234	35,600
14	Other Working Expenses	117,065	163,507	177,000
15	**TOTAL WORKING EXPENSES**	**176,435**	**254,479**	**282,900**
16	Interest & Rent	62,962	65,754	65,400
17	Other Standing Charges	17,576	26,717	30,200
18	Depreciation	23,956	32,371	34,200
19	**TOTAL EXPENDITURE**	**280,929**	**379,321**	**412,700**
20	**FARM PROFIT BEFORE TAX[2]**	**10,092**	**99,878**	**142,700**

1 The Weighted Average All Classes Sheep and Beef Farm at 1 July 2017 carried 2,589 sheep, 348 beef cattle and 24 deer totalling 4,028 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	2007-08	2016-17	2017-18p
Wool	13%	8%	7%
Sheep	40%	43%	47%
Cattle	25%	29%	28%
Dairy Grazing	3%	6%	5%
Deer + Velvet	1%	1%	1%
Cash Crop	12%	10%	9%
Other	6%	4%	3%

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
2007-08	20,521	15,874	150	1,270	1,233
2008-09	22,271	17,114	122	1,393	1,138
2009-10	20,906	16,022	132	1,438	1,106
2010-11	24,398	19,294	125	1,513	1,088
2011-12	25,050	19,691	125	1,685	1,051
2012-13	24,964	19,439	124	1,658	1,117
2013-14	30,180	24,444	117	1,825	1,119
2014-15	28,024	21,740	114	1,890	1,183
2015-16	28,174	20,720	112	1,862	1,134
2016-17	28,673	21,149	106	1,851	1,089
2017-18	31,701	23,870	105	1,840	1,157

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)

	2014	2015	2016	2017	2018	% Change
PASTORAL PRODUCTS						
WOOL						
Raw Wool	733	805	760	522	543	+3.9%
MEAT						
Lamb	2,485	2,504	2,569	2,441	3,018	+23.6%
Mutton	488	418	419	417	575	+37.9%
Beef & Veal	2,199	2,980	3,095	2,706	2,943	+8.8%
Venison	187	174	182	162	196	+21.3%
Edible Offal	217	231	254	260	251	-3.4%
Other (poultry, pork)	221	235	249	252	292	+15.6%
TOTAL MEAT	**5,798**	**6,542**	**6,769**	**6,238**	**7,276**	**+16.6%**
DAIRY						
Milk & Powders	11,648	8,259	7,062	7,878	8,420	+6.9%
Butter	2,699	2,219	2,378	2,794	3,812	+36.4%
Cheese	1,482	1,557	1,720	1,830	1,905	+4.1%
Casein	1,030	1,135	976	849	834	-1.8%
TOTAL DAIRY	**16,860**	**13,170**	**12,137**	**13,352**	**14,971**	**+12.1%**
OTHER ANIMAL PRODUCTS						
Hides & Skins	320	265	226	178	163	-8.2%
Deer Velvet	29	34	37	50	55	+8.9%
Tallow	120	109	116	141	110	-22.4%
Animal Oils & Fats	10	9	9	15	38	+157.7%
Crude Animal Materials	366	436	424	379	474	+25.2%
TOTAL OTHER	**846**	**853**	**812**	**763**	**839**	**+10.1%**
LIVESTOCK	**208**	**370**	**242**	**274**	**241**	**-12.0%**
TOTAL PASTORAL	**24,444**	**21,740**	**20,720**	**21,149**	**23,870**	**+12.9%**
HORTICULTURE & ARABLE						
Fresh Kiwifruit	931	1,182	1,673	1,664	1,861	+11.8%
Fresh Apples	536	562	692	691	733	+6.1%
Other Fruit & Nuts	211	262	258	322	275	-14.7%
Vegetables	400	395	439	431	410	-4.9%
Seeds, Plants, Plant Material	265	250	275	259	296	+14.5%
Cereals	52	15	29	20	23	+16.1%
TOTAL HORTICULTURE & ARABLE	**2,395**	**2,665**	**3,366**	**3,386**	**3,598**	**+6.2%**

Value of New Zealand exports *(continued)*

	2014	2015	2016	2017	2018	% Change
PROCESSED AGRICULTURE						
Tops, Yarns & Sliver	34	27	27	23	20	-13.7%
Carpets & Rugs	112	113	134	114	104	-8.2%
Other Final Woollen Products	19	18	19	19	19	+0.9%
Leather/Dressed Skins	304	305	283	238	233	-2.3%
Meat Meal & Animal Feeds	256	277	301	326	383	+17.5%
Processed Fruit & Veg	368	342	337	363	379	+4.5%
Wine	1,340	1,422	1,568	1,669	1,701	+1.9%
Cereal Products	25	28	23	26	26	-0.7%
TOTAL PROCESSED	**2,458**	**2,532**	**2,692**	**2,777**	**2,864**	**+3.1%**
OTHER AGRICULTURAL EXPORTS	**883**	**1,086**	**1,396**	**1,361**	**1,368**	**+0.5%**
TOTAL AGRICULTURE	**30,180**	**28,024**	**28,174**	**28,673**	**31,701**	**+10.6%**
FORESTRY						
Sawn Timber & Logs	3,434	2,909	3,187	3,617	4,328	+19.7%
Other Wood & Wood Products	581	562	631	597	611	+2.3%
Pulp & Paper Products	1,105	1,125	1,234	1,180	1,359	+15.1%
TOTAL FORESTRY	**5,119**	**4,596**	**5,052**	**5,394**	**6,298**	**+16.8%**
FISH	**1,325**	**1,406**	**1,576**	**1,570**	**1,604**	**+2.2%**
TOTAL PRIMARY EXPORTS	**36,624**	**34,025**	**34,801**	**35,637**	**39,602**	**+11.1%**
OTHER MERCHANDISE EXPORTS						
Aluminium	946	1,069	978	1,018	1,189	+16.9%
Mineral Fuels	1,900	1,423	799	995	938	-5.7%
Machinery & Equipment	2,092	2,161	2,245	2,075	2,270	+9.4%
Other Exports	7,798	7,590	8,309	8,363	9,580	+14.6%
TOTAL MERCHANDISE EXPORTS	**49,360**	**46,268**	**47,132**	**48,087**	**53,580**	**+11.4%**
PASTORAL % OF EXPORTS	**49.5%**	**47.0%**	**44.0%**	**44.0%**	**44.6%**	
AGRICULTURE % OF EXPORTS	**61.1%**	**60.6%**	**59.8%**	**59.6%**	**59.2%**	
PRIMARY % OF EXPORTS	**74.2%**	**73.5%**	**73.8%**	**74.1%**	**73.9%**	

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

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

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