COMPENDIUM
OF NEW ZEALAND

FARM FACTS

~2020~

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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, 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.

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

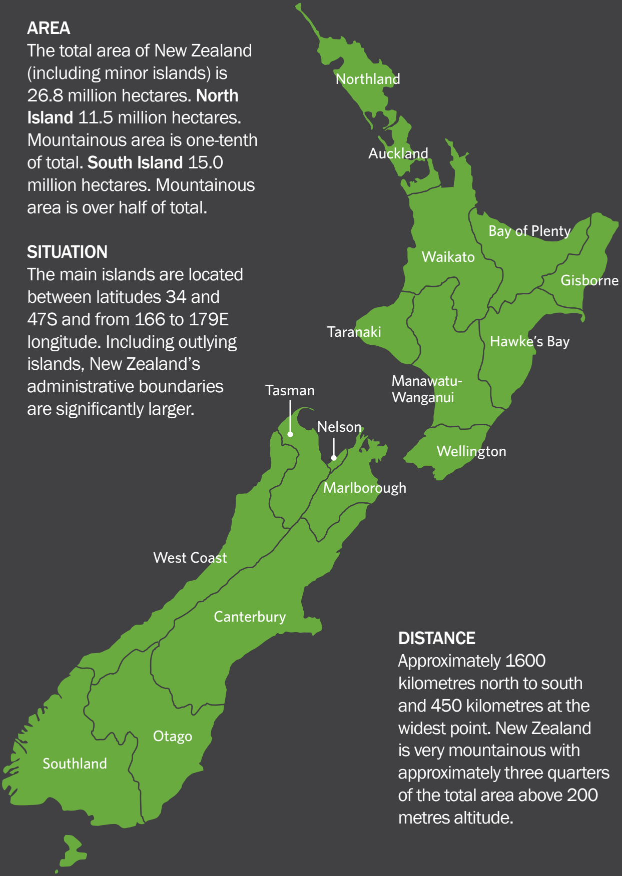
Geography

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 2019

2019: New Zealand's 4th-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. Pockets of well above average (>1.20°C from average) temperatures were observed in the Bay of Plenty and Hawke's Bay. Near average (within -0.50°C to +0.50°C of average) temperatures occurred in parts of the Wairarapa, the West Coast, Tasman, Nelson, Marlborough and coastal Canterbury. 2019 was the 4th-warmest year on record for New Zealand, based on NIWA's seven-station series which began in 1909.

Rainfall Yearly rainfall in 2019 was below normal (50-79% of normal) across Northland, Auckland, the Bay of Plenty as well as parts of Waikato, Hawke's Bay, the Wairarapa and Marlborough. Conversely, rainfall was above normal (120-149% of normal) in western Southland and parts of Westland. 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 2019 (2859 hours recorded at Richmond).

Soil moisture A dry and warm January led to the rapid depletion of soil moisture levels, which continued throughout February with drier than normal soils present across much of the country by the end of summer. Below normal soil moisture levels continued into autumn for the North Island, while heavy rain during the end of March contributed to soils becoming wetter for western parts of the South Island. By the end of winter, soil moisture levels were near normal for most of the country. Soil in the North Island began to dry out again during spring. At the end of spring 2019, soil moisture levels were below normal for much of the upper and eastern North Island, along with scattered portions of Tasman, Marlborough and Canterbury. Above normal soil moisture levels were observed in the lower west coast of the North Island and in parts of Otago and Southland. As of 1 January 2020, soils were wetter than normal for the time of year across parts of Southland, Otago, Nelson, Marlborough Sounds and Wellington. Soil moisture levels were much lower than normal for the time of year in Northland, Auckland, northern Waikato and eastern parts of Wairarapa.

Annual rainfall by district (mm)*

NORTH ISLAND	
Kaitaia	1,351
Whangarei	1,304
Auckland	1,212
Tauranga	1,181
Hamilton	1,108
Rotorua	1,342
Gisborne	996
Taupo	960
New Plymouth	1,386
Napier	785
Wanganui	918
Palmerston North	917
Masterton	928
Wellington	1,207

SOUTH ISLAND	
Nelson	960
Blenheim	711
Westport	2,121
Kaikoura	710
Hokitika	2,901
Christchurch	618
Mt Cook	4,485
Lake Tekapo	592
Timaru	548
Milford Sound	6,715
Queenstown	749
Alexandra	359
Manapouri	1,129
Dunedin	738
Invercargill	1,149
Chatham Islands	911

* 30-year average, 1981 - 2010

Source: NIWA

Population

New Zealand's total population is estimated at 4,951,500 at 30 December 2019, an increase of 1.4% over the previous 12 months. In 2018, an estimated 16% of the population lived in rural areas and 84% lived in urban areas. From 1996 to 2018, 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

As at 30 June 2018. Source: Statistics New Zealand

FARMING

Area of farming land 2018

13.7 million hectares, of which:

7.5	in grassland	1.6	in plantations
2.4	in tussock or danthonia	2.3	in other land or holdings

Farm holdings 2018

In 2018, there were approximately 51,000 farm holdings, irrespective of size or location, with an average area of 270 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, 2018 Agricultural Production Survey

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 2018

	TOTAL[1]			PER TONNE OF PRODUCTION[2] CWE		
	1990	2018	CHANGE	1990e	2018e	CHANGE
Beef Cattle	5,755	5,402	-6%	13.4	12.1	-10%
Sheep	14,172	8,390	-41%	26.8	18.6	-31%

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 31% below 1990 levels.

Farms by farm type 2017

	NUMBER OF FARMS[1]		AGRICULTURAL AREA	
	No.	%	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)

	2009		2019p		% CHANGE	
	No.	SU	No.	SU	No.	SU
Sheep	32.4	29.3	27.4	24.3	-15%	-17%
Beef Cattle	4.1	20.0	3.8	18.2	-7%	-9%
Dairy Cattle	5.9	37.5	6.4	40.7	+8%	+9%
Deer	1.1	2.0	0.9	1.5	-18%	-25%
TOTAL STOCK UNITS[1]	**-**	**88.8**	**-**	**84.6**	**-**	**-5%**

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

Total Stock Units at 30 June 2019 decreased an estimated 5% compared with 2009. 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 2019 were better fed and more productive than in 2009.

Livestock productivity

	Unit	1990-91	2018-19p	Change
Lambing Performance	lambs/100 ewe	102	133	+31
Lamb Weight	kg/head	13.9	19.1	+37%
Lamb Production	kg/ewe	9.8	21.0	+116%
Wool Production	kg/head	5.3	5.0	-6%
Steer Weight	kg/head	297	313	+5%
Milk Production	kgMS/cow	259[1]	381	+47%

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 2018 (000 head)

	TOTAL SHEEP	TOTAL BEEF	TOTAL DAIRY	TOTAL DEER
Northland/Waikato/BoP	3,356	1,253	2,632	130
East Coast	7,051	934	287	76
Taranaki/Manawatu	3,178	434	897	49
NORTH ISLAND	**13,584**	**2,620**	**3,816**	**256**
Canterbury/Westland	5,750	683	1,675	303
Otago	4,474	245	224	110
Southland	3,488	172	670	183
SOUTH ISLAND	**13,711**	**1,101**	**2,569**	**596**
NEW ZEALAND	**27,296**	**3,721**	**6,386**	**851**

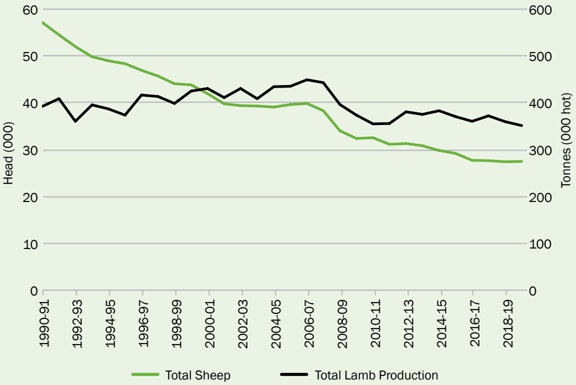
Totals may not add due to rounding.
Source: Beef + Lamb New Zealand Economic Service, Statistics New Zealand

Livestock by production region at 30 June 2018 (%)

	TOTAL SHEEP	TOTAL BEEF	TOTAL DAIRY	TOTAL DEER
Northland/Waikato/BoP	12%	34%	41%	15%
East Coast	26%	25%	4%	9%
Taranaki/Manawatu	12%	12%	14%	6%
NORTH ISLAND	**50%**	**70%**	**60%**	**30%**
Canterbury/Westland	21%	18%	26%	36%
Otago	16%	7%	4%	13%
Southland	13%	5%	10%	22%
SOUTH ISLAND	**50%**	**30%**	**40%**	**70%**
NEW ZEALAND	**100%**	**100%**	**100%**	**100%**

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

Productivity Total sheep and lamb production



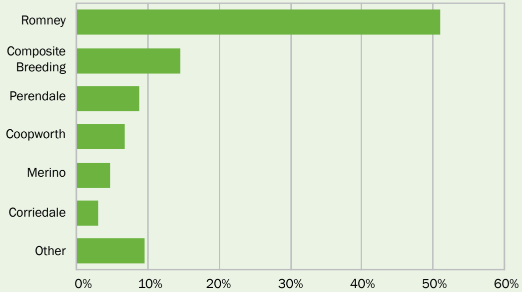
Source: Beef + Lamb New Zealand Economic Service

The total number of sheep dropped from 57.9 million in 1990-91 to 27.3 million in 2018-19 (-53%) while lamb production only decreased 9%.

Sheep at 30 June 2019p

17.0	million breeding ewes
10.4	million ewe hoggets, dry ewes, wethers and rams
27.4	million sheep
-15.4	% on 2008
0.4	% on 2018

Sheep breeds 2017-18



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

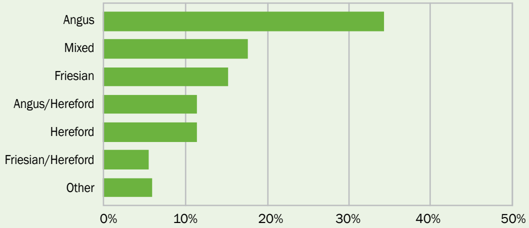
Breeding flocks

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 2019p

Beef cattle numbers were provisionally 3.9 million at 30 June 2019 of which 1.1 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 2017-18

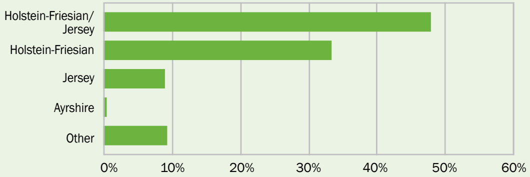


Source: Beef + Lamb New Zealand Economic Service, Sheep & Beef Farm Survey

Dairy cattle at 30 June 2019p

Dairy cattle, including cows, replacement heifers and breeding bulls, provisionally totalled 6.4 million at 30 June 2019.

Dairy cow breeds 2018-19



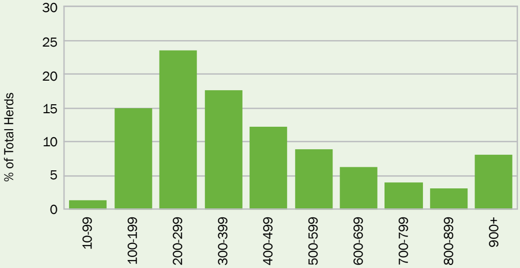
Source: Livestock Improvement Corporation Ltd, DairyNZ

60% of dairy cattle were in the North Island. The total herd of dairy cows and heifers in calf at 30 June 2019 was 4.9 million.

Herd size

Average herd size in	2008-09	366 cows
	2018-19	435 cows (+19%)

Dairy herd size distribution 2018-19



Source: Livestock Improvement Corporation Ltd

DEER

Farmed deer at 30 June 2019p

Breeding hinds	381,000	Other deer	154,000
Weaners	266,000	Total deer	801,000

For the year ended September 2019, total deer industry exports were $296 million FOB. Venison exports were worth $188 million FOB, velvet export earnings totalled $57 million FOB while co-products and other totalled $39 million FOB. Deer hides and leather receipts were $12 million FOB.

Venison exports totalled 11,567 tonnes at an average of $15,525 per tonne. 31% went to the USA, 24% to Germany and 17% went to Benelux. In 2018-19, China remained the largest export destination for New Zealand velvet accounting for 63% 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 88,828 farmed goats were recorded in 2018 by Statistics New Zealand. For the year ended September 2019, 111,500 export graded goats were processed to produce 1,300 tonnes at an average carcase weight of 11.4 kg.

Goat exports totalled $17.8 million FOB (excludes goat dairy products). This comprised $17.1 million FOB of goat meat, $0.7 million FOB of goat fibre and $0.4 million FOB of skins.

Source: Statistics New Zealand

PIGS

Pig production in the year ended September 2019 was 621,040 pigs, a decrease of 4.7% compared to the year ended September 2018 (651,421 pigs).

Of all pigs processed, 66% were in the South Island and 34% were in the North Island.

Total New Zealand production of pigmeat was 43,858 tonnes, mostly consumed in the local market. Total supply of pig meat in 2018-19 was 115,782 tonnes (CWE) of which over 72,000 tonnes (CWE) were imported.

Source: New Zealand Pork

MEAT

The total number of livestock processed for the year ended 30 September 2019 at export plants and abattoirs was:

18.9 million lambs	2.7 million cattle	0.6 million pigs
3.4 million sheep	1.8 million calves	0.3 million deer
		0.2 million goats

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

	000 TONNES	% AVAILABLE FOR EXPORT[1]
Lamb	361.0	99%
Mutton	91.0	99%
Beef & Veal	697.0	95%
Pig meat	43.9	NA
Goat meat	1.9	68%
Venison	16.6	95%
Total	**1,211.3**	**93%**

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 2019

	TOTAL TONNES SW	$ 000 FOB	$ PER TONNE SW
Carcases	5,449	47,237	8,669
Cuts	251,701	2,522,655	10,022
Boneless	48,036	636,591	13,252
LAMB	**305,186**	**3,206,483**	**10,507**
Carcases	29,408	192,409	6,543
Cuts	46,812	302,238	6,456
Boneless	8,028	74,481	9,277
MUTTON	**84,248**	**569,129**	**6,755**
Carcases	39	371	9,474
Cuts	52,780	273,566	5,183
Boneless	373,546	2,969,044	7,948
BEEF	**426,365**	**3,242,981**	**7,606**
Carcases	2,693	13,456	4,997
Cuts	8,669	39,192	4,521
Boneless	12,236	88,997	7,273
BOBBY	**23,598**	**141,645**	**6,003**
GOAT	**1,607**	**17,093**	**10,639**
OFFALS	**68,314**	**274,684**	**4,021**
TOTAL	**909,317**	**7,452,015**	**8,195**

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

Meat exports by region Year ended 30 September 2019

% of total tonnes SW

	LAMB	MUTTON	BEEF & VEAL	OTHER[1]
Africa	0%	0%	0%	8%
European Union	29%	5%	2%	12%
Middle East	5%	1%	2%	11%
North America	11%	3%	34%	12%
North Asia	50%	87%	55%	36%
Pacific	1%	0%	2%	2%
South Asia	2%	3%	4%	18%
Other	1%	1%	1%	2%
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	2018	2019	% change
LAMB			
North Island	18.72	19.44	+3.8%
South Island	18.41	18.82	+2.2%
NEW ZEALAND	18.56	19.13	+3.1%
MUTTON			
North Island	25.39	26.11	+2.8%
South Island	26.12	27.44	+5.1%
NEW ZEALAND	25.78	26.76	+3.8%
STEER AND HEIFER			
North Island	277.75	277.60	-0.1%
South Island	284.32	289.47	+1.8%
NEW ZEALAND	279.77	281.14	+0.5%
COW			
North Island	195.91	198.81	+1.5%
South Island	199.07	202.31	+1.6%
NEW ZEALAND	197.06	200.13	+1.6%
BULL			
North Island	301.86	301.19	-0.2%
South Island	297.02	295.65	-0.5%
NEW ZEALAND	300.66	299.69	-0.3%

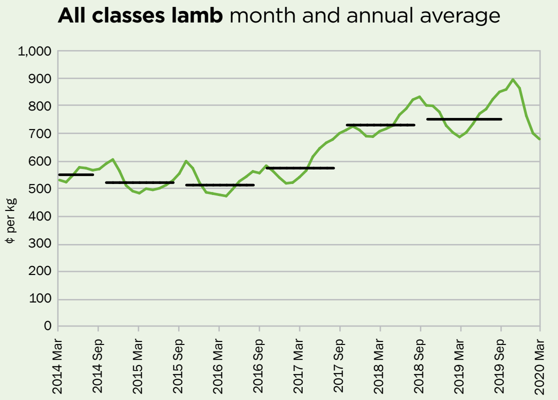
Source: Beef + Lamb New Zealand Economic Service, New Zealand Meat Board

Farm-gate all classes weighted price $ per head

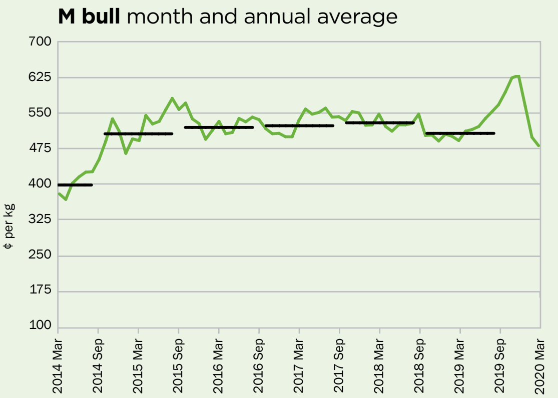
Year ended 30 September	LAMB[1]	MUTTON[1]	BEEF
2009	90	50	819
2010	81	56	811
2011	118	92	971
2012	114	95	1,016
2013	85	61	933
2014	100	76	909
2015	94	67	1,144
2016	93	57	1,181
2017	106	74	1,252
2018	134	108	1,245
2019	142	123	1,223

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

Source: Beef + Lamb New Zealand Economic Service



Source: Beef + Lamb New Zealand Economic Service



Source: Beef + Lamb New Zealand Economic Service

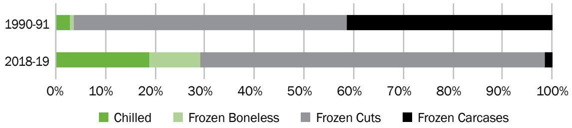
Inflation-adjusted meat export values and farm-gate prices (2018-19 terms) - year ending September

	LAMB			BEEF		
	1990-91	2018-19	CHANGE	1990-91	2018-19	CHANGE
Export value ($b FOB)	2.36	3.39	+43%	2.70	3.91	+45%
Farm-gate price ($/hd)	41	142	+243%	1,010	1,223	+21%
Farm-gate price (c/kg)	289	743	+157%	409	483	+18%
Export vol - chilled[1]	3%	19%	+16 pts	4%	8%	+4 pts
Export vol - carcase[1]	47%	2%	-45 pts	0%	0%	0 pts

1 shipped weight

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

Export Lamb Product Mix



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

New Zealand meat consumption
Year ended September 2019p

	KG CWE PER CAPITA	%
Lamb	4.1	4%
Mutton	0.4	0%
Beef	16.1	17%
Poultry	48.2	52%
Pig meat	23.6	26%
TOTAL	92.4	100%

1 carcase weight equivalent

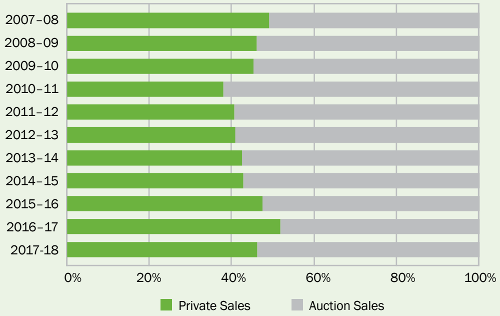
Source: Beef + Lamb New Zealand Economic Service, Poultry Industry Association of New Zealand, New Zealand Pork Industry

WOOL

In 2018-19, New Zealand was the third largest producer of wool in the world and produced 9.3% of world production.

The main shear generally takes place from November to January and sheep are machine-shorn on approximately 32,000 stands. Merino sheep are sometimes blade-shorn in cooler regions.

Farm-gate wool sales



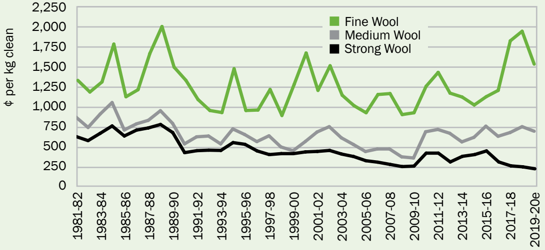
Source: Beef + Lamb New Zealand Economic Service, Sheep & Beef Farm Survey

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
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	268.3
2010-11	32,563	168.5	456.9
2011-12	31,132	168.3	481.7
2012-13	31,263	167.1	369.9
2013-14	30,787	158.4	421.5
2014-15	29,803	153.8	449.6
2015-16	29,121	151.6	492.5
2016-17	27,584	143.4	378.4
2017-18	27,527	141.3	374.7
2018-19	27,296	137.6	383.4
2019-20e	27,394	139.5	345.4

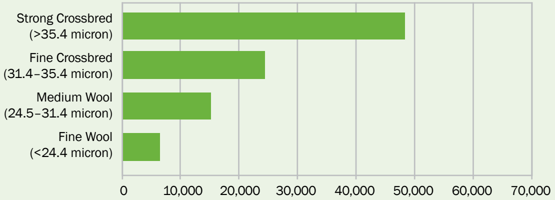
Source: Beef + Lamb New Zealand Economic Service, Statistics New Zealand

Real annual wool auction price
(2004-05 terms)



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

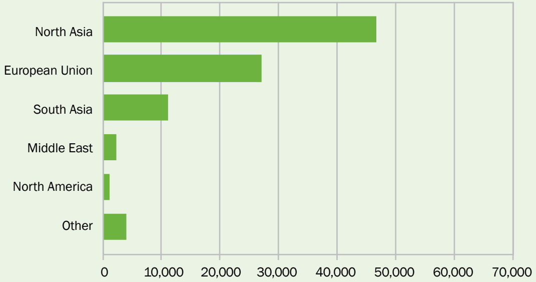
Wool exports Year ended June 2019 (tonnes clean)



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

Wool fibre export earnings for the year ended 30 June 2019 were $548.9 million FOB. Wool carpet and rug export receipts were $89.6 million FOB, with intermediate products (tops, yarns and sliver) and other final woollen products contributing a further $34.3 million FOB. All wool products represented 1.2% ($672.8 million FOB) of the total value of New Zealand merchandise exports.

Wool exports Year ended June 2019 (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: Westland, Goodman Fielder, Open Country, Synlait, Miraka, Yashili, Danone 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 2018-19

In 2018-19, production per cow was 381 kg milksolids or 4,290 litres of milk (comprising 214 kg milk fat and 167 kg protein content).

Dairy meat 2018-19

In the year ended 30 September 2019, 1.81 million bobby calves and 1.02 million cull cows were processed. In spring 2018, an estimated 0.64 million calves were retained for dairy beef production.

Exports of dairy produce Year ended September 2019

	000 TONNES	%
Milk powder	1,920	30%
Milk solids	1,627	25%
Whole milk	1,496	23%
Butter	444	7%
Skim milk	387	6%
Cheese	331	5%
Casein	89	1%
Whey	92	1%

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 2019, wheat was harvested from 45,300 hectares, barley from 54,200 hectares, maize from 17,600 hectares and oats from 4,500 hectares. Associated yields for wheat, barley, maize and oats were 8.8, 6.9, 11.5 and 5.9 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

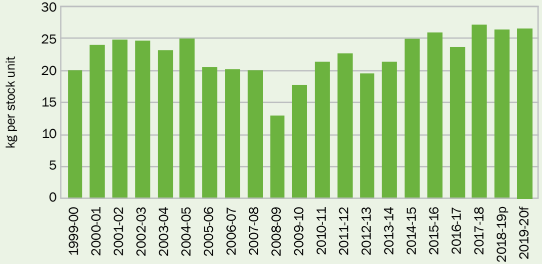
FERTILISER

Fertiliser sales

Fertiliser provides nutrients to plants that are not readily available in the soil, helping farmers to foster plant growth and increase yields. Careful and efficient nutrient use is the cornerstone of New Zealand agriculture. 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.

Source: Fertiliser Association of New Zealand

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.

Sheep and beef farm fertiliser use 2017-18

	NUTRIENT USE - KG PER HA[1]			TOTAL FERTILSER	
	N	P	K	KG PER HA[1,2]	KG PER SU[2]
Northland/Waikato/BOP	15.4	19.1	13.5	259.2	28.8
East Coast	10.9	15.8	2.0	185.1	21.3
Taranaki/Manawatu	11.2	14.8	4.8	210.4	23.9
NORTH ISLAND	**12.5**	**16.9**	**6.5**	**218.3**	**24.7**
Marlborough/Canterbury	20.3	7.3	4.9	141.4	36.6
Otago/Southland	8.8	9.7	3.8	117.1	22.9
SOUTH ISLAND	**15.0**	**8.1**	**4.3**	**127.7**	**29.7**
NEW ZEALAND	**14.1**	**11.4**	**5.2**	**161.5**	**27.0**

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		2008-09	2017-18	2018-19p
1	**REVENUE**			
2	Wool	32,089	35,962	37,900
3	Sheep	166,153	280,021	306,700
4	Cattle	78,307	158,417	161,800
5	Dairy Grazing	16,485	28,389	29,000
6	Deer + Velvet	4,388	6,104	6,100
7	Goat + Fibre	17	41	0
8	Cash Crop	41,685	55,520	56,400
9	Other	16,740	24,682	23,300
10	**TOTAL GROSS REVENUE**	**355,864**	**589,136**	**621,200**
11	**EXPENDITURE**			
12	Fert, Lime & Seeds	46,249	71,178	78,800
13	Repairs & Maintenance	20,578	35,119	37,500
14	Other Working Expenses	123,573	184,014	193,400
15	**TOTAL WORKING EXPENSES**	**190,400**	**290,311**	**309,700**
16	Interest & Rent	67,018	74,411	71,700
17	Other Standing Charges	18,238	28,780	30,100
18	Depreciation	25,266	35,638	37,600
19	**TOTAL EXPENDITURE**	**300,922**	**429,140**	**449,100**
20	**FARM PROFIT BEFORE TAX[2]**	**54,942**	**159,996**	**172,100**

1 The Weighted Average All Classes Sheep and Beef Farm at 1 July 2018 carried 2,772 sheep, 378 beef cattle and 26 deer totalling 4,327 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	2008-09	2017-18	2018-19p
Wool	9%	6%	6%
Sheep	47%	48%	49%
Cattle	22%	27%	26%
Dairy Grazing	5%	5%	5%
Deer + Velvet	1%	1%	1%
Cash Crop	12%	9%	9%
Other	5%	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
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	31,719	23,870	105	1,840	1,158
2018-19	34,084	25,403	102	1,884	1,148

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)

	2015	2016	2017	2018	2019	% Change
PASTORAL PRODUCTS						
WOOL						
Raw Wool	805	760	522	543	549	+1.2%
MEAT						
Lamb	2,504	2,569	2,441	3,018	3,227	+6.9%
Mutton	418	419	417	575	576	+0.0%
Beef & Veal	2,980	3,095	2,706	2,943	3,324	+12.9%
Venison	174	182	162	196	186	-5.0%
Edible Offal	231	254	260	251	289	+14.8%
Other (poultry, pork)	235	249	252	292	322	+10.3%
TOTAL MEAT	**6,542**	**6,769**	**6,238**	**7,276**	**7,924**	**+8.9%**
DAIRY						
Milk & Powders	8,259	7,062	7,878	8,420	9,507	+12.9%
Butter	2,219	2,378	2,794	3,812	3,612	-5.2%
Cheese	1,557	1,720	1,830	1,905	1,965	+3.1%
Casein	1,135	976	849	834	811	-2.7%
TOTAL DAIRY	**13,170**	**12,137**	**13,352**	**14,971**	**15,896**	**+6.2%**
OTHER ANIMAL PRODUCTS						
Hides & Skins	265	226	178	163	154	-6.0%
Deer Velvet	34	37	50	55	45	-17.1%
Tallow	109	116	141	110	99	-9.7%
Animal Oils & Fats	9	9	15	38	16	-56.7%
Crude Animal Materials	436	424	379	474	482	+1.6%
TOTAL OTHER	**853**	**812**	**763**	**840**	**796**	**-5.2%**
LIVESTOCK	**370**	**242**	**274**	**241**	**239**	**-1.0%**
TOTAL PASTORAL	**21,740**	**20,720**	**21,149**	**23,870**	**25,403**	**+6.4%**
HORTICULTURE & ARABLE						
Fresh Kiwifruit	1,182	1,673	1,664	1,861	2,302	24%
Fresh Apples	562	692	691	733	829	13%
Other Fruit & Nuts	262	258	322	275	274	0%
Vegetables	395	439	431	410	486	19%
Seeds, Plants, Plant Material	250	275	259	312	293	-6%
Cereals	15	29	20	23	21	-7%
TOTAL HORTICULTURE & ARABLE	**2,665**	**3,366**	**3,386**	**3,613**	**4,206**	**16%**

Value of New Zealand exports *(continued)*

	2015	2016	2017	2018	2019	% Change
PROCESSED AGRICULTURE						
Tops, Yarns & Sliver	27	27	23	20	20	0%
Carpets & Rugs	113	134	114	104	90	-14%
Other Final Woollen Products	18	19	19	19	17	-8%
Leather/Dressed Skins	305	283	238	233	200	-14%
Meat Meal & Animal Feeds	277	301	326	383	422	10%
Processed Fruit & Veg	342	337	363	379	404	6%
Wine	1,422	1,568	1,669	1,701	1,815	7%
Cereal Products	28	23	26	28	29	2%
TOTAL PROCESSED	**2,532**	**2,692**	**2,777**	**2,867**	**2,997**	**5%**
OTHER AGRICULTURAL EXPORTS	**1,086**	**1,396**	**1,361**	**1,368**	**1,477**	**8%**
TOTAL AGRICULTURE	**28,024**	**28,174**	**28,673**	**31,719**	**34,084**	**7%**
FORESTRY						
Sawn Timber & Logs	2,909	3,187	3,617	4,328	4,840	12%
Other Wood & Wood Products	562	631	597	611	625	2%
Pulp & Paper Products	1,125	1,234	1,180	1,359	1,345	-1%
TOTAL FORESTRY	**4,596**	**5,052**	**5,394**	**6,298**	**6,809**	**8%**
FISH	**1,406**	**1,576**	**1,570**	**1,604**	**1,790**	**12%**
TOTAL PRIMARY EXPORTS	**34,025**	**34,801**	**35,637**	**39,621**	**42,683**	**8%**
OTHER MERCHANDISE EXPORTS						
Aluminium	1,069	978	1,018	1,189	1,247	5%
Mineral Fuels	1,423	799	995	1,190	858	-28%
Machinery & Equipment	2,161	2,245	2,075	2,270	2,358	4%
Other Exports	7,590	8,309	8,363	9,310	10,204	10%
TOTAL MERCHANDISE EXPORTS	**46,268**	**47,132**	**48,087**	**53,580**	**57,350**	**7%**
PASTORAL % OF EXPORTS	**47.0%**	**44.0%**	**44.0%**	**44.6%**	**44.3%**	
AGRICULTURE % OF EXPORTS	**60.6%**	**59.8%**	**59.6%**	**59.2%**	**59.4%**	
PRIMARY % OF EXPORTS	**73.5%**	**73.8%**	**74.1%**	**73.9%**	**74.4%**	

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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