

COMPENDIUM
OF NEW ZEALAND

FARM FACTS

2021

45TH EDITION

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KEY

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

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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, Ministry for Primary Industries, National Institute of Water and Atmospheric Research (NIWA), New Zealand Pork, Statistics New Zealand, New Zealand Wool Services International Ltd.

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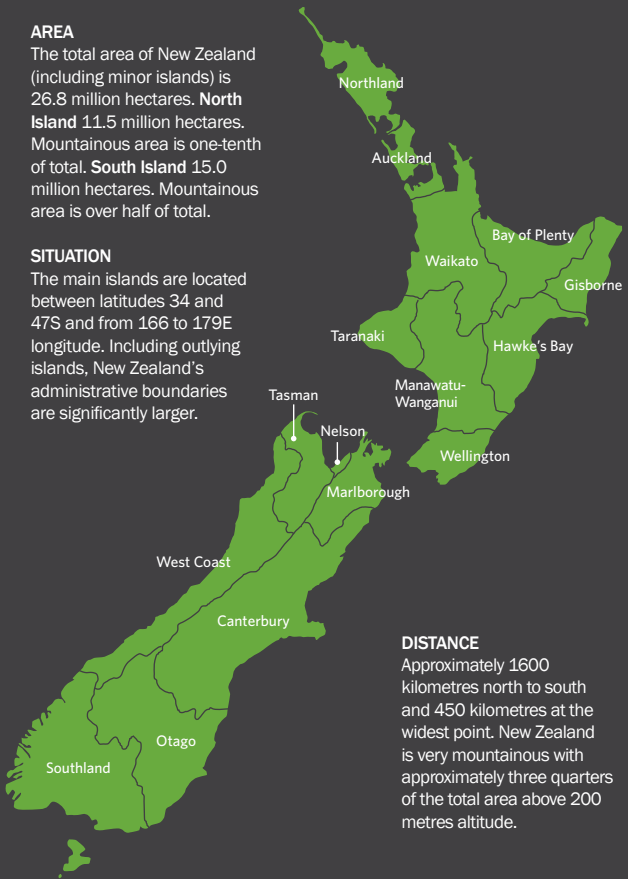
Geography

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 2020

2020: New Zealand's seventh warmest year on record

Temperatures Annual temperatures were above average (+0.51 °C to +1.20 °C above the annual average) across much of the North Island, and parts of every South Island region. Near average (within -0.50 °C to +0.50 °C of average) temperatures occurred in Southland, eastern and inland Otago, coastal Canterbury, West Coast, Marlborough, coastal parts of the lower North Island, and the Central Plateau. 2020 was the seventh warmest year on record for New Zealand, based on NIWA's seven-station series which began in 1909.

Rainfall Annual rainfall was below normal (50-79% of normal) across many northern, eastern and inland parts of the North Island, and parts of Marlborough, Canterbury and eastern Otago. Rainfall was near normal (80-119% of normal) for most remaining areas of the country including eastern parts of Northland, the Central Plateau, western and southern parts of the North Island, Nelson, West Coast, inland Otago and Southland.

Sunshine Bay of Plenty experienced New Zealand's highest annual sunshine total during 2020 (2704 hours recorded at Whakatāne).

Soil moisture A dry start to the year contributed to drier than normal soils across much of the country during summer. By the end of February, severe meteorological drought was in place across Northland, Auckland, much of Waikato, western Bay of Plenty, East Cape, and southern Marlborough, while meteorological drought was found from Gisborne to Bay of Plenty and south to Manawatū-Whanganui and eastern Taranaki. Soil moisture levels returned to near normal for many areas during the middle of the year, but by the end of spring drier than normal soils were present for northern parts of the North Island and southern parts of the South Island. By the end of December, soils were drier than normal for the upper North Island, but wetter than normal for coastal areas from Taranaki to Wellington, the Nelson-Tasman region and northern Otago.

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

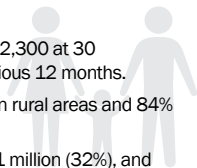
Source: NIWA

Population

New Zealand's total population is estimated at 5,112,300 at 30 December 2020, an increase of 1.4% over the previous 12 months.

In 2020, an estimated 16% of the population lived in rural areas and 84% lived in urban areas.

From 1996 to 2020, the urban population grew by 1 million (32%), and the rural population grew by 179,300 (29%).



MAJOR AND LARGE URBAN AREAS		MEDIUM AND SMALL URBAN AREAS	
Whangarei	54,400	Pukekohe	26,500
Auckland	1,470,100	Tokoroa	14,300
Hamilton	176,500	Taupo	25,400
Tauranga	151,300	Whakatane	16,700
Rotorua	58,500	Hawera	10,300
Gisborne	37,000	Feilding	17,050
Napier	66,300	Levin	18,800
Hastings	49,000	Paraparaumu	30,100
New Plymouth	57,600	Masterton	21,400
Whanganui	42,200	Blenheim	28,200
Palmerston North	81,500	Greymouth	8,170
Wellington	215,100	Ashburton	20,200
Nelson	51,100	Timaru	28,700
Christchurch	383,200	Oamaru	13,700
Dunedin	106,200	Gore	8,230
Invercargill	50,200		

As at 30 June 2020. Source: Statistics New Zealand



Area of farming land 2020

13.3 million hectares, of which:

7.4	in grassland	1.6	in plantations
2.2	in tussock or danthonia	2.2	in other land or holdings

Farm holdings 2020

In 2019, there were approximately 49,000 farm holdings, irrespective of size or location, with an average area of 271 hectares.

Approximately 92% of commercial sheep and beef farms are owner-operated.

Source: Beef + Lamb New Zealand Economic Service, Sheep & Beef Farm Survey, Statistics New Zealand, 2019 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 2019

	TOTAL ¹			PER TONNE OF PRODUCTION ² CWE		
	1990	2019	CHANGE	1990e	2019e	CHANGE
Beef Cattle	5,950	5,894	-1%	13.9	12.8	-8%
Sheep	14,558	8,527	-41%	27.5	18.9	-31%

1 kilotonnes CO₂-e: Carbon dioxide equivalent

2 tonnes CO₂-e: Carbon dioxide equivalent

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

Currently 30% below 1990 levels.

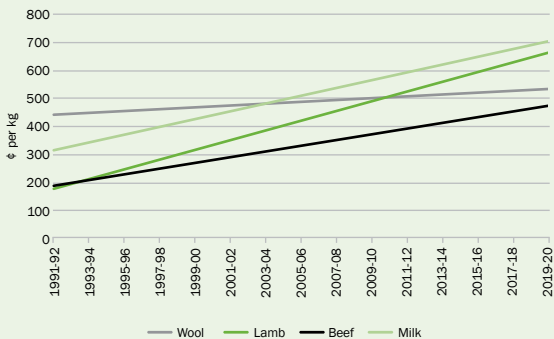
Farms by farm type 2017

	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)

	2010		2020		% CHANGE	
	No.	SU	No.	SU	No.	SU
Sheep	32.6	29.3	26.0	23.2	-20%	-21%
Beef Cattle	3.9	19.1	3.9	18.7	0%	-2%
Dairy Cattle	5.9	37.9	6.2	39.6	+5%	+4%
Deer	1.1	2.0	0.8	1.5	-27%	-25%
TOTAL STOCK UNITS¹	-	88.4	-	82.9	-	-6%

1 Includes goats.

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

Total Stock Units at 30 June 2020 decreased an estimated 6% compared with 2010. The reduction is largely due to the decline in the number of sheep. While the Stock Unit is a broad measure of pasture demand, it could be argued that livestock in 2020 were better fed and more productive than in 2010.

Livestock productivity

	Unit	1990-91	2019-20p	Change
Lambing Performance	lambs/100 ewe	102	129	+27%
Lamb Weight	kg/head	13.9	19.0	+37%
Lamb Production	kg/ewe	9.8	21.5	+120%
Wool Production	kg/head	5.3	5.1	-4%
Steer Weight	kg/head	297	312	+5%
Milk Production	kgMS/cow	259 ¹	385	+49%

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 2020 (000 head)

	TOTAL SHEEP	TOTAL BEEF	TOTAL DAIRY	TOTAL DEER
Northland/Waikato/BoP	3,011	1,264	2,528	130
East Coast	6,527	925	280	75
Taranaki/Manawatu	2,912	447	850	46
NORTH ISLAND	12,450	2,637	3,658	251
Canterbury/Westland	5,831	760	1,595	315
Otago	4,374	276	263	112
Southland	3,374	210	683	155
SOUTH ISLAND	13,579	1,246	2,542	582
NEW ZEALAND	26,029	3,883	6,200	833

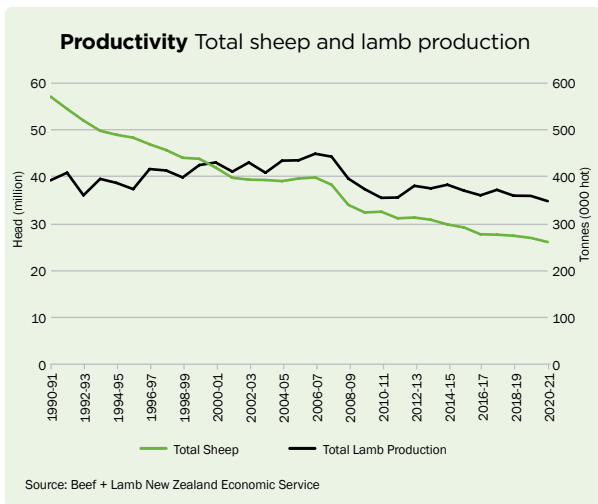
Totals may not add due to rounding.

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

Livestock by production region at 30 June 2020(%)

	TOTAL SHEEP	TOTAL BEEF	TOTAL DAIRY	TOTAL DEER
Northland/Waikato/BoP	12%	33%	41%	16%
East Coast	25%	24%	5%	9%
Taranaki/Manawatu	11%	12%	14%	6%
NORTH ISLAND	48%	68%	59%	30%
Canterbury/Westland	22%	20%	26%	38%
Otago	17%	7%	4%	13%
Southland	13%	5%	11%	19%
SOUTH ISLAND	52%	32%	41%	70%
NEW ZEALAND	100%	100%	100%	100%

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



Since 1990-91, the total number of sheep dropped from 57.9 million to 26.0 million in 2020-21 (-55%) while lamb production decreased from 395,000 tonnes to 355,000 tonnes in 2020-21 (-10%).

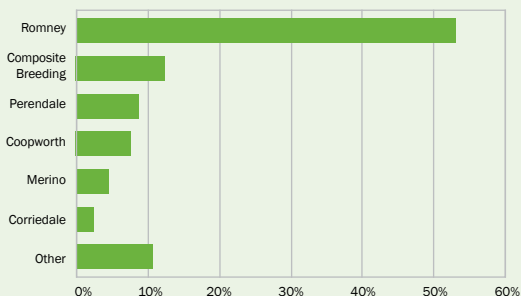
SHEEP



Sheep at 30 June 2020

16.6	million breeding ewes
9.5	million ewe hoggets, dry ewes, wethers and rams
26.0	million sheep
-20.1	% on 2010
-3.0	% on 2019

Sheep breeds 2018-19



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.

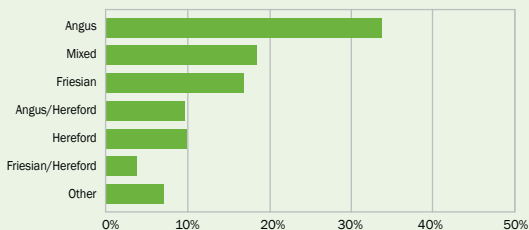
BEEF CATTLE



Beef cattle at 30 June 2020

Beef cattle numbers were 3.9 million at 30 June 2020 of which 1.1 million were beef breeding cows and heifers. 68% 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 2018-19



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

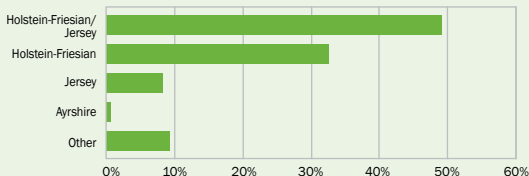
DAIRY CATTLE



Dairy cattle at 30 June 2020

Dairy cattle, including cows, replacement heifers and breeding bulls, totalled 6.2 million at 30 June 2020.

Dairy cow breeds 2019-20



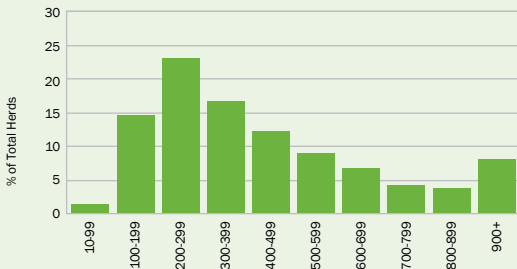
Source: Livestock Improvement Corporation Ltd, DairyNZ

59% of dairy cattle were in the North Island. The total herd of dairy cows and heifers in calf at 30 June 2020 was 4.8 million.

Herd size

Average herd size in	2009-10	376 cows
	2019-20	440 cows (+17%)

Dairy herd size distribution 2019-20



Source: Livestock Improvement Corporation Ltd

DEER



Farmed deer at 30 June 2020p

Breeding hinds	374,000	Other deer	145,000
Weaners	314,000	Total deer	833,000

For the year ended September 2020, total deer industry exports were \$241 million FOB. Venison exports were worth \$153 million FOB, velvet export earnings totalled \$67 million FOB while co-products and other totalled \$42 million FOB. Deer hides and leather receipts were \$7.4 million FOB.

Venison exports totalled 11,289 tonnes at an average of \$13,557 per tonne. 22% went to the USA, 29% to Germany and 16% went to Benelux. In 2019-20, China was the largest export destination for New Zealand velvet accounting for 63% of export receipts, although Korea was the largest market for the consumption of New Zealand velvet.

Source: Deer Industry New Zealand

GOATS



A total of 93,606 farmed goats were recorded in 2019 by Statistics New Zealand. For the year ended September 2020, 115,700 goats were processed to produce 1,300 tonnes at an average carcase weight of 11.3 kg.

Goat exports totalled \$14.2 million FOB (excludes goat dairy products). This comprised \$13.8 million FOB of goat meat, \$0.4 million FOB of goat fibre and \$0.05 million FOB of skins.

Source: Statistics New Zealand

PIGS



Pig production in the year ended September 2020 was 637,085 pigs, an increase of 2.6% compared to the year ended September 2019 (621,040 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 45,477 tonnes, mostly consumed in the local market. Total supply of pig meat in 2019-20 was 105,189 tonnes (CWE) of which 61,390 tonnes (CWE) were imported.

Source: New Zealand Pork

MEAT



The total number of livestock processed for the year ended 30 September 2020 at export plants and abattoirs was:

19.0 million lambs	2.7 million cattle	0.6 million pigs
3.6 million sheep	1.9 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	362.0	99%
Mutton	92.0	99%
Beef & Veal	712.0	95%
Pig meat	45.5	NA
Goat meat	1.9	68%
Venison	18.3	95%
Total	1,231.7	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

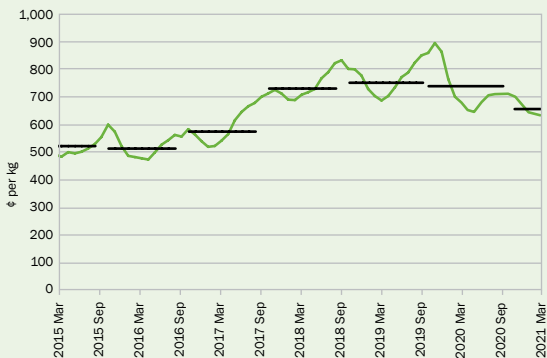
Farm-gate all classes weighted price \$ per head

Year ended 30 September	LAMB ¹	MUTTON ¹	BEEF
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	1,244
2019	142	123	1,223
2020	139	124	1,222

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

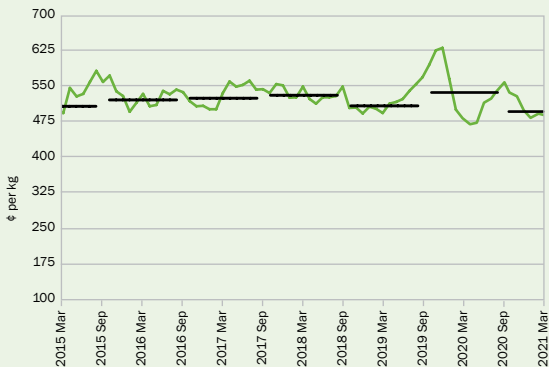
Source: Beef + Lamb New Zealand Economic Service

All classes lamb month and annual average



Source: Beef + Lamb New Zealand Economic Service

M class bull month and annual average



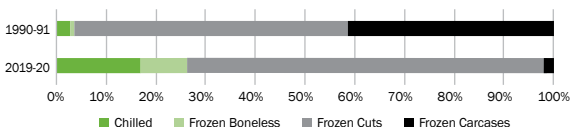
Source: Beef + Lamb New Zealand Economic Service

Average export carcass weights kg per head

Year ended 30 September	2019	2020	% change
LAMB			
North Island	19.44	19.05	-2.0%
South Island	18.82	19.01	+1.0%
NEW ZEALAND	19.13	19.03	-0.5%
MUTTON			
North Island	26.11	25.61	-1.9%
South Island	27.44	26.17	-4.6%
NEW ZEALAND	26.76	25.89	-3.3%
STEER AND HEIFER			
North Island	277.60	276.65	-0.3%
South Island	289.47	290.46	+0.3%
NEW ZEALAND	281.14	280.94	-0.1%
COW			
North Island	198.81	200.43	+0.8%
South Island	202.31	205.81	+1.7%
NEW ZEALAND	200.13	202.41	+1.1%
BULL			
North Island	301.19	299.95	-0.4%
South Island	295.65	297.58	+0.7%
NEW ZEALAND	299.69	299.28	-0.1%

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

Export Lamb Product Mix



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

Meat exports Year ended 30 September 2020

	TOTAL TONNES SW	\$ 000 FOB	\$ PER TONNE SW
Carcases	6,499	61,655	9,487
Cuts	257,535	2,694,158	10,461
Boneless	43,227	581,978	13,463
LAMB	307,261	3,337,792	10,863
Carcases	27,852	204,928	7,358
Cuts	51,678	377,477	7,304
Boneless	6,352	63,028	9,922
MUTTON	85,882	645,433	7,515
Carcases	68	686	10,023
Cuts	58,271	298,396	5,121
Boneless	380,607	3,375,941	8,870
BEEF	438,947	3,675,023	8,372
Carcases	1,856	8,485	4,572
Cuts	8,263	33,296	4,030
Boneless	11,709	84,369	7,205
BOBBY	21,828	126,150	5,779
GOAT	1,267	13,786	10,880
OFFALS	66,713	302,657	4,537
TOTAL	921,898	8,100,842	8,787

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

Meat exports by region Year ended 30 September 2020

% of total tonnes SW

	LAMB	MUTTON	BEEF & VEAL	OTHER ¹
Africa	0%	0%	0%	8%
European Union	28%	3%	1%	11%
Middle East	6%	0%	2%	13%
North America	9%	4%	38%	10%
North Asia	52%	84%	51%	37%
Pacific	1%	0%	2%	3%
South Asia	2%	6%	4%	17%
Other	1%	0%	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

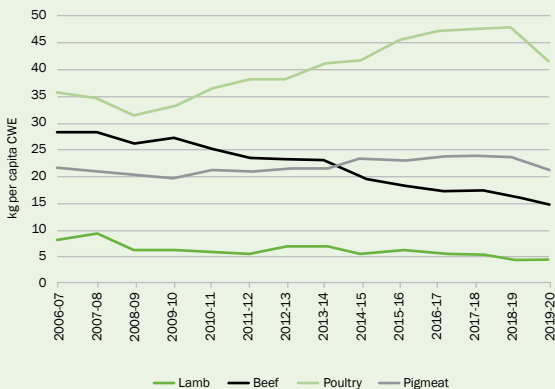
Inflation-adjusted meat export values and farm-gate prices (2019-20 terms) - year ending September

	LAMB			BEEF		
	1990-91	2019-20	CHANGE	1990-91	2019-20	CHANGE
Export value (\$b FOB)	2.41	3.51	+46%	2.74	4.32	+57%
Farm-gate price (\$/hd)	42	139	+235%	1,014	1,222	+21%
Farm-gate price (c/kg)	290	732	+152%	411	481	+17%
Export vol - chilled ¹	3%	19%	+16 pts	4%	8%	+4 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



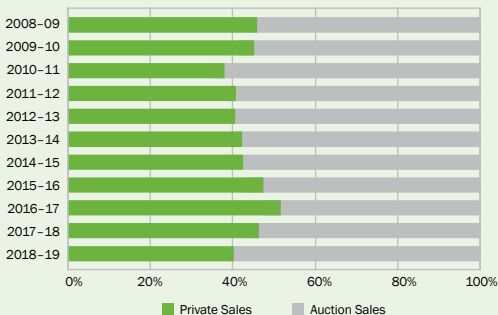
Source: Beef + Lamb New Zealand Economic Service, Poultry Industry Association of New Zealand, New Zealand Pork



In 2019-20, 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



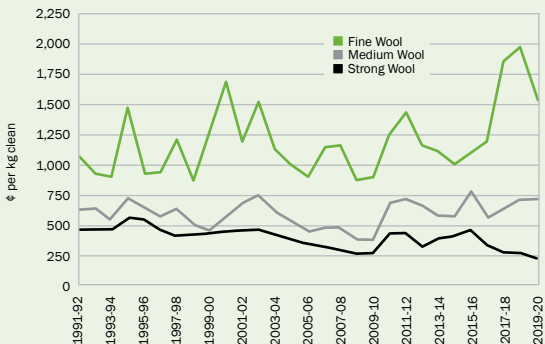
Source: Beef + Lamb New Zealand Economic Service, Sheep & Beef Farm Survey

Sheep numbers, wool production and auction price

YEAR	OPENING SHEEP (000 head)	PRODUCTION (000t greasy)	AVERAGE PRICE (NZ c/kg greasy)
1980-81	68,772	380.7	247.5
1990-91	57,852	305.3	316.4
2000-01	42,260	236.7	392.2
2010-11	32,563	168.5	456.9
2011-12	31,132	168.3	481.7
2012-13	31,263	167.1	367.9
2013-14	30,787	158.4	421.0
2014-15	29,803	153.8	443.8
2015-16	29,121	151.6	490.4
2016-17	27,584	143.4	371.8
2017-18	27,527	141.3	369.5
2018-19	27,296	140.9	381.3
2019-20	26,822	137.0	331.7

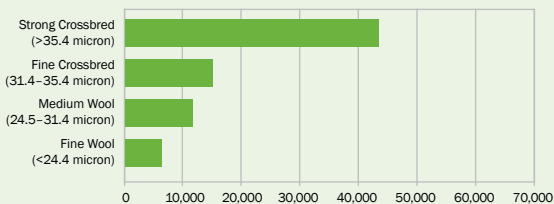
Source: Beef + Lamb New Zealand Economic Service, Statistics New Zealand

Real annual wool auction price (2004-05 terms)



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

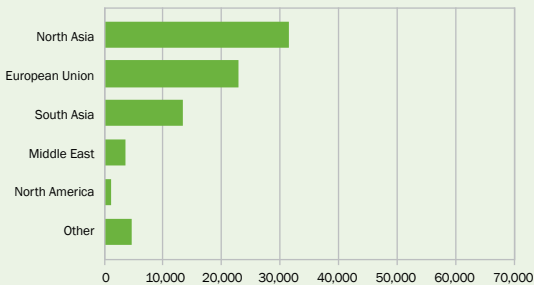
Wool exports Year ended June 2020 (tonnes clean)



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

Wool fibre export earnings for the year ended 30 June 2020 were \$432.1 million FOB. Wool carpet and rug export receipts were \$69.2 million FOB, with intermediate products (tops, yarns and sliver) and other final woollen products contributing a further \$28.7 million FOB. All wool products represented 0.9% (\$530.0 million FOB) of the total value of New Zealand merchandise exports.

Wool exports Year ended June 2020 (tonnes clean)



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



Dairy companies

Three New Zealand dairy companies that export are co-operatives: Fonterra, Dairy Goat Co-operative 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 15 billion litres of milk.

Dairy production 2019-20

In 2019-20, production per cow was 385 kg milksolids or 4,296 litres of milk (comprising 215 kg milk fat and 170 kg protein content).

Dairy meat 2019-20

In the year ended 30 September 2020, 1.90 million bobby calves and 1.05 million cull cows were processed. In spring 2019, an estimated 0.65 million calves were retained for dairy beef production.

Exports of dairy produce Year ended September 2020

	000 TONNES	% ¹
Milk powder	1,922	43%
Whole milk	1,526	
Skim milk	360	
Butter	439	42%
Cheese	320	15%
Casein	87	0%
Whey	88	0%

1 Percentage of Milksolids equivalents

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 2020, wheat was harvested from 45,200 hectares, barley from 45,800 hectares, maize from 14,800 hectares and oats from 4,400 hectares. Associated yields for wheat, barley, maize and oats were 9.9, 7.3, 11.7 and 5.5 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

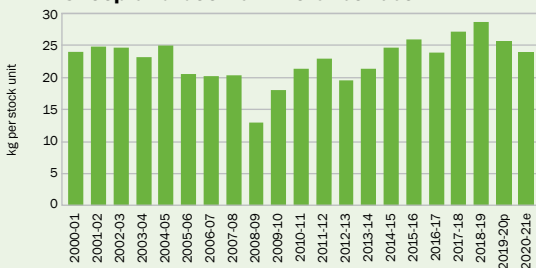


Fertiliser sales

Fertiliser provides 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 2018-19

	NUTRIENT USE - KG PER HA ¹			TOTAL FERTILISER	
	N	P	K	KG PER HA ^{1,2}	KG PER SU ²
Northland/Waikato/BOP	20.3	21.4	15.5	286.7	32.2
East Coast	11.7	16.4	1.9	193.7	22.4
Taranaki/Manawatu	11.1	18.2	5.4	238.5	27.5
NORTH ISLAND	14.4	18.6	7.2	235.6	26.9
Marlborough/Canterbury	21.4	8.1	4.7	149.9	36.4
Otago/Southland	8.5	9.9	4.4	123.0	24.0
SOUTH ISLAND	15.5	8.6	4.5	134.9	30.3
NEW ZEALAND	15.1	12.4	5.5	172.7	28.5

1 Grazing 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

REVENUE & EXPENDITURE



Sheep and beef farm revenue, expenditure and profit

\$ per Farm¹

SUMMARY		2009-10	2018-19	2019-20p
1	REVENUE			
2	Wool	33,185	38,693	31,800
3	Sheep	180,930	306,786	309,200
4	Cattle	79,055	160,025	162,500
5	Dairy Grazing	13,635	30,957	29,100
6	Deer + Velvet	3,875	7,123	5,300
7	Goat + Fibre	57	26	0
8	Cash Crop	48,562	61,561	61,100
9	Other	16,768	24,195	24,000
10	TOTAL GROSS REVENUE	376,067	629,366	623,000
11	EXPENDITURE			
12	Fert, Lime & Seeds	50,462	79,448	76,600
13	Repairs & Maintenance	23,231	41,021	38,800
14	Other Working Expenses	128,402	205,152	211,700
15	TOTAL WORKING EXPENSES	202,095	325,621	327,100
16	Interest & Rent	58,979	76,193	69,100
17	Other Standing Charges	20,489	31,516	32,100
18	Depreciation	27,687	37,723	38,500
19	TOTAL EXPENDITURE	309,250	471,053	466,800
20	FARM PROFIT BEFORE TAX²	66,817	158,313	156,200

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	2009-10	2018-19	2019-20p
Wool	9%	6%	5%
Sheep	48%	49%	50%
Cattle	21%	25%	26%
Dairy Grazing	4%	5%	5%
Deer + Velvet	1%	1%	1%
Cash Crop	13%	10%	10%
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
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	34,109	25,403	104	1,884	1,148
2019-20	36,873	27,669	102	1,896	1,165

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)

	2016	2017	2018	2019	2020	% Change ¹
PASTORAL PRODUCTS						
WOOL						
Raw Wool	760	522	543	549	432	-21%
MEAT						
Lamb	2,569	2,441	3,018	3,227	3,331	+3%
Mutton	419	417	575	576	643	+12%
Beef & Veal	3,095	2,706	2,943	3,324	3,811	+15%
Venison	182	162	196	186	152	-19%
Edible Offal	254	260	251	289	319	+11%
Other (poultry, pork)	249	252	292	322	273	-15%
TOTAL MEAT	6,769	6,238	7,276	7,924	8,529	+8%
DAIRY						
Milk & Powders	7,062	7,878	8,420	9,507	11,143	+17%
Butter	2,378	2,794	3,812	3,612	3,365	-7%
Cheese	1,720	1,830	1,905	1,965	2,074	+6%
Casein	976	849	834	811	1,020	+26%
TOTAL DAIRY	12,137	13,352	14,971	15,896	17,602	+11%
OTHER ANIMAL PRODUCTS						
Hides & Skins	226	178	163	154	111	-27%
Deer Velvet	37	50	55	45	48	+6%
Tallow	116	141	110	99	115	+16%
Animal Oils & Fats	9	15	38	16	27	+68%
Crude Animal Materials	424	379	474	482	514	+7%
TOTAL OTHER	812	763	840	796	816	+3%
LIVESTOCK	242	274	241	239	290	+22%
TOTAL PASTORAL	20,720	21,149	23,870	25,403	27,669	+9%
HORTICULTURE & ARABLE						
Fresh Kiwifruit	1,673	1,664	1,861	2,302	2,534	+10%
Fresh Apples	692	691	733	829	876	+6%
Other Fruit & Nuts	258	322	275	274	270	-1%
Vegetables	439	431	410	486	513	+5%
Seeds, Plants, Plant Material	275	259	312	317	367	+16%
Cereals	29	20	23	21	10	-55%
TOTAL HORTICULTURE & ARABLE	3,366	3,386	3,613	4,230	4,569	+8%

¹ 2019 to 2020

Value of New Zealand exports (continued)

	2016	2017	2018	2019	2020	% Change ¹
PROCESSED AGRICULTURE						
Tops, Yarns & Sliver	27	23	20	20	18	-7%
Carpets & Rugs	134	114	104	90	69	-23%
Other Final Woollen Products	19	19	19	17	13	-25%
Leather/Dressed Skins	283	238	233	200	129	-36%
Meat Meal & Animal Feeds	301	326	383	422	477	+13%
Processed Fruit & Veg	337	363	379	404	413	+2%
Wine	1,568	1,669	1,701	1,815	1,920	+6%
Cereal Products	23	26	28	31	26	-14%
TOTAL PROCESSED	2,692	2,777	2,867	2,999	3,065	+2%
OTHER AGRICULTURAL EXPORTS	1,396	1,361	1,368	1,477	1,569	+6%
TOTAL AGRICULTURE	28,174	28,673	31,719	34,109	36,873	+8%
FORESTRY						
Sawn Timber & Logs	3,187	3,617	4,328	4,840	3,782	-22%
Other Wood & Wood Products	631	597	611	625	536	-14%
Pulp & Paper Products	1,234	1,180	1,359	1,345	1,161	-14%
TOTAL FORESTRY	5,052	5,394	6,298	6,809	5,480	-20%
FISH	1,576	1,570	1,604	1,790	1,675	-6%
TOTAL PRIMARY EXPORTS	34,801	35,637	39,621	42,709	44,027	+3%
OTHER MERCHANDISE EXPORTS						
Aluminium	978	1,018	1,189	1,247	1,103	-12%
Mineral Fuels	799	995	1,190	1,127	748	-34%
Machinery & Equipment	2,245	2,075	2,270	2,358	2,143	-9%
Other Exports	8,309	8,363	9,310	9,910	10,281	+4%
TOTAL MERCHANDISE EXPORTS	47,132	48,087	53,580	57,350	58,302	+2%
PASTORAL % OF EXPORTS	44.0%	44.0%	44.6%	44.3%	47.5%	
AGRICULTURE % OF EXPORTS	59.8%	59.6%	59.2%	59.5%	63.2%	
PRIMARY % OF EXPORTS	73.8%	74.1%	73.9%	74.5%	75.5%	

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





VISION

Sustainable and profitable farmers, thriving rural communities, valued by New Zealanders

PRIORITIES



Supporting farming excellence



Championing the sector



Increasing market returns



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