



INSIGHTS

SHEEP & BEEF FARM SURVEY

NORTHLAND

QUINTILE ANALYSIS OF FINAL 2022-23

SURVEY DATA | P24005

Dear Farmer / Industry Professional

The following analysis of the 2022-23 Sheep and Beef farming year is ranked by Earnings (Profit) Before Interest, Tax, Rent and manager wage (EBITRm) per hectare. South Island classes 1 and 2 are ranked nationally by EBITRm per stock unit (EBITRm/SU) due to their scale and extensive management systems. It summarises the key performance indicators from over 2,000 data points collected each year from each of our survey farmers.

This document is available from the industry data section of the beeflambnz.com website.

For each farm class (see 'Farm Classes Defined') a graphical analysis at regional level details the survey outcome for farms surveyed for 2022-23 against the regional mean.

We thank our survey farmers who make these data available for industry good.

The Survey and Source of Data

The Sheep and Beef Farm Survey is a sample survey of approximately 510 farms. The sample is randomly selected and stratified by geographical regions and by sheep and beef cattle stock units. Data associated with physical and financial aspects of sheep and beef farming are recorded.

Statistical Requirements

The survey observes two fundamental principles:

1. The sample size is large enough to avoid the undue influence of abnormal items; and
2. The selection of farms has been made at random, so that each and every unit of the population has had an equal chance of being selected.

The frame used for the random sampling is a comprehensive list of sheep and beef farmers. In order that the selection of farms is made as representative as possible, considerable use is made of existing empirical knowledge about sheep and beef farming.

Farm Classes Defined (ordered extensive to intensive by Island)

North Island

Class 3. N.I. Hard Hill Country 920 Farms - Steep hill country or low fertility soils with most farms carrying 6 to 10 stock units per hectare. While some stock are finished a significant proportion are sold in store condition.

Class 4. N.I. Hill Country 3,055 Farms - Easier hill country or higher fertility soils than Class 3. Mostly carrying between 7 and 13 stock units per hectare. A high proportion of sale stock sold is in forward store or prime condition.

Class 5. N.I. Finishing 1,045 Farms - Easy contour farmland with the potential for high production. Mostly carrying between 8 and 15 stock units per hectare. A high proportion of stock is sent to slaughter and replacements are often bought in. These tend to be smaller farms focused on high production per hectare and may have some cash cropping.

South Island

Class 1. S.I. High Country 200 Farms - Extensive run country located at high altitude. These farms run a diverse mix of operations which include breeding sheep, often fine woolled, breeding cows and deer. Stocking rate is typically up to three stock units per hectare. Located mainly in Marlborough, Canterbury and Otago.

Class 2. S.I. Hill Country 620 Farms - Traditionally store stock producers with a proportion sold prime in good seasons. Carrying between two and seven stock units per hectare, they usually have a significant proportion of beef cattle.

Class 6. S.I. Finishing Breeding 1,820 Farms - Farms which breed or trade finishing stock, and may do some cash cropping. A proportion of stock may be sold store, especially from dryland farms. Carrying capacity ranges from 6 to 11 stock units per hectare on dryland farms and over 12 stock units per hectare on wetter or irrigated farms. Mainly in Canterbury and Otago, this is the dominant farm class in the South Island.

Class 7. S.I. Finishing 1,040 Farms - High producing grassland farms carrying about 9 to 14 stock units per hectare, with some cash crop. Located in Southland, South and West Otago.

Class 8. S.I. Mixed Finishing 465 Farms - Located mainly on the Canterbury Plains. A high proportion of their revenue is derived from grain and small seed production, as well as stock finishing or grazing.

Measures Used in this Report

Farm Profit before Tax – Gross Farm Revenue less Total Farm Expenditure (which includes Interest, Rent, Depreciation and any Manager Salary paid).

Earnings Before Interest, Tax, Rent and manager wage (EBITRm) – Farm Profit before Tax, Interest, Rent and any Manager Salary paid.

EBITRm is a standardised metric for comparison with other farms on the common basis of farms being: Debt-free, i.e. before Interest paid
Tax, i.e. before Tax is paid
Freehold, i.e. before Rent paid
Owner Operator, i.e. before manager salary paid

Gross Farm Revenue (GFR) – the total revenue earned from the year's farming operations. From this, Total Farm Expenditure that was spent to generate the farm revenue is deducted to show the Farm Profit Before Tax for the year.

Economic Farm Surplus (EFS) – the return available to the owner-operator of a freehold, unencumbered farm after allowance has been made for labour and management input. It is calculated as follows:
 $EFS = \text{Farm Profit Before Tax} + \text{Managerial salaries} + \text{Interest paid} + \text{Rent paid} - \text{Assessed Owner Reward}$ (equivalent ruling wage for an experienced farm worker + 1% of farm capital for management).

Rate of Return on Total Farm Capital (ROR on TFC) – EFS as a percentage of Total Farm Capital. Total Farm Capital is defined as Farm Capital (farm assets at market value) plus an allowance for working capital. The working capital allowance is necessary because of timing differences between farm revenue and expenditure resulting in overdrafts to finance expenditure, or high credit balances to pay for upcoming expenditure. The working capital allowance is assumed at 50 per cent of the sum of Working Expenses and Assessed Owner Reward.

Lambing % – The number of lambs tailed from ewes as a percentage of ewes mated in the previous autumn (adjusted for the sale or purchase of in-lamb ewes and sale of dry ewes sold prior to 30 June).

Calving % – The number of calves marked as a percentage of cows mated (adjusted for empties sold before 30 June and the sale or purchase of in-calf cows).

Report Title

Indicates which Farm Class and Region is being benchmarked. Please note Farm Classes 1 and 2 are ranked by EBITRm/SU.

Report Headers

Class	The farm class (refer Farm Classes Defined)
Unit	The unit of measure of each metric
Q1 low 2022-23	Quintile 1 - the 0-20% of sample ranked by EBITRm/ha
Q2 2022-23	Quintile 2 - the 21-40% of sample ranked by EBITRm/ha
Q3 2022-23	Quintile 3 - the 41-60% of sample ranked by EBITRm/ha
Q4 2022-23	Quintile 4 - the 61-80% of sample ranked by EBITRm/ha
Q5 high 2022-23	Quintile 5 - the top 20% of sample ranked by EBITRm/ha
Mean 2022-23	The arithmetic average of the sample

Feedback

Feedback on this publication is encouraged. Contact the Economic Service Manager in your region (refer back page).

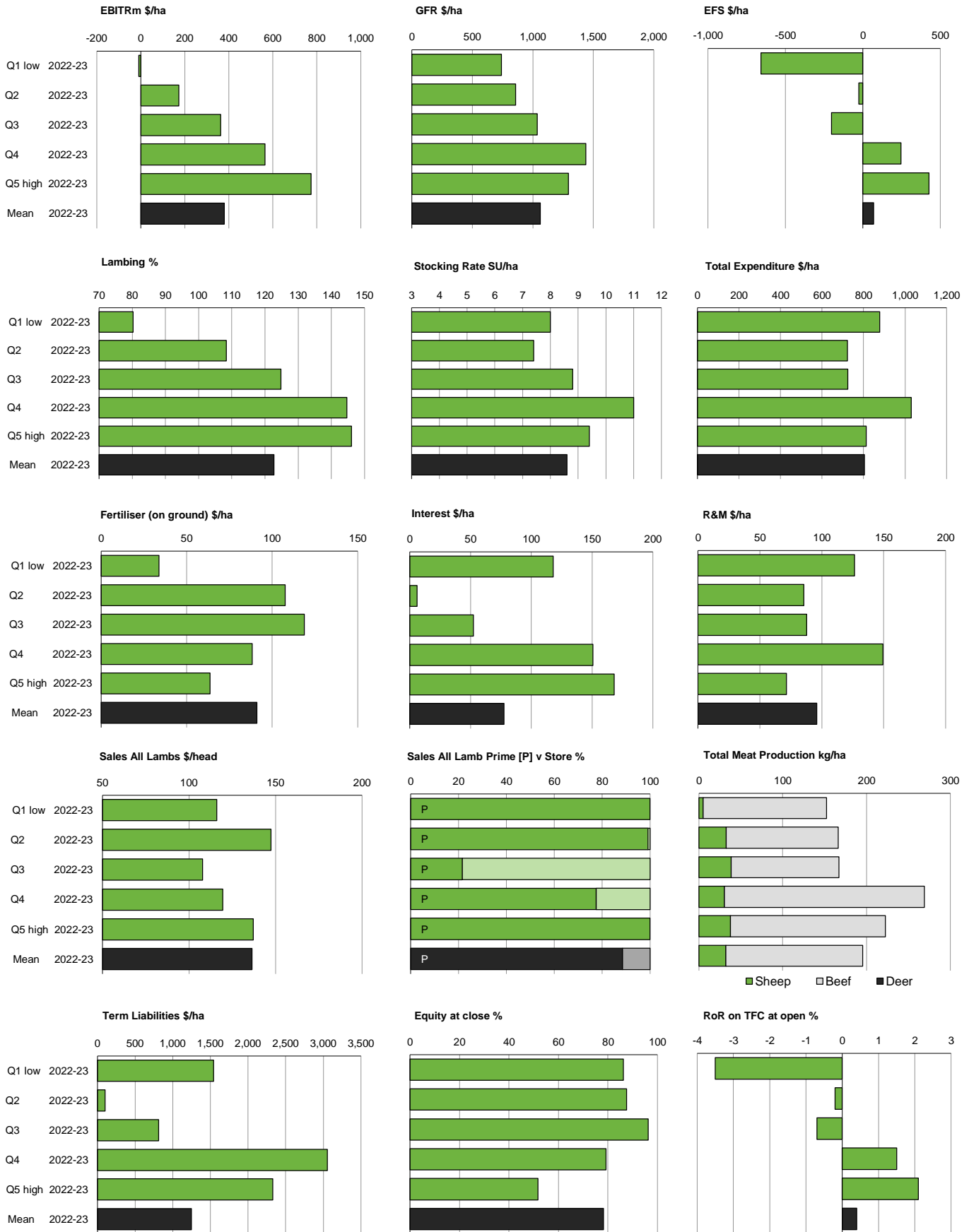
Beef + Lamb New Zealand Insights

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Beef + Lamb New Zealand Economic Service: Sheep and Beef Farm Survey Analysis
Based on 2022-23 Survey, Class 4 Hill Country Northland.
Quintile Analysis Ranked by EBITRm per hectare



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Class 4 Hill Country	Unit	Q1 low 2022-23	Q2 2022-23	Q3 2022-23	Q4 2022-23	Q5 high 2022-23	Mean 2022-23
Effective Area	ha	155	1,209	274	449	582	545
Cash Crop Area	ha						
New Grass Area	ha			2	2	5	2
Total Labour Units	No.	1.12	4.47	1.33	1.81	2.24	2.23
Working Owners	No.	1.10	1.00	1.20	1.06	1.26	1.12
Open Sheep	SU	97	2,227	734	715	1,160	997
Open Cattle	SU	1,139	6,762	1,660	4,225	4,297	3,698
Open Deer	SU						
Open Total	SU	1,236	8,989	2,394	4,940	5,458	4,695
Stocking Rate	SU/ha	8.0	7.4	8.8	11.0	9.4	8.6
Sheep:Cattle SU Ratio	%	7.9	24.8	30.7	14.5	21.3	21.2
Pasture Fertiliser	tonnes	9.6	141.5	47.7	46.2	48.0	59.0
Crop Fertiliser	tonnes			0.3	0.3		0.1
Total Fertiliser	tonnes	9.6	141.5	47.9	46.5	48.0	59.2
Total Fertiliser	kg/ha	62	117	175	103	82	109
Other Fertiliser	\$						
Pasture N	kg/ha	1.8	12.1	6.0	2.0	2.0	7.0
Pasture P	kg/ha	6.6	6.2	12.6	7.8	5.7	7.0
Pasture K	kg/ha		4.6	3.7	5.2	6.3	4.8
Pasture S	kg/ha	5.9	12.4	21.6	14.8	10.0	12.6
Lime	tonnes	5	152		56	145	75
Lime	kg/ha	29.1	125.8		124.6	249.2	136.8
Lime	kg/SU	3.6	16.9		11.3	26.6	15.9
Ewes mated	No.	72	1,926	524	522	780	775
Lambs from ewes	No.	58	2,088	653	755	1,139	950
Lambs from hgt	No.		22	16	60	60	32
All Lambs tailed	No.	58	2,110	669	815	1,199	983
Lambing	%	80.3	108.4	124.8	144.7	146.0	122.7
Hgt lambs % all lambs	%		1.0	2.4	7.4	5.0	3.3
Cows + Hfrs mated	No.	37	261	69	107	61	109
Calves marked	No.	30	242	54	88	39	92
Calving	%	82.1	92.6	78.6	82.0	63.5	84.8
Hinds mated	No.						
Fawns marked	No.						
Fawning	%						
Lamb Loss	%	3.5	4.0	3.9	1.6	2.8	3.3
Sheep Loss	%	9.9	2.8	6.2	3.5	6.6	4.5
Calf Loss	%	0.8	0.6	2.4	1.5	1.0	1.3
Cattle Loss	%	1.1	2.0	2.0	0.7	0.7	1.3
Fawn Loss	%						
Deer Loss	%						
Lamb Prodn	kg/ha	6.3	30.8	38.2	28.5	36.5	30.8
Mutton Prodn	kg/ha	-1.3	1.8	0.2	1.8	1.0	1.3
Beef Prodn (incl dairy grazing)	kg/ha	147.3	133.7	128.6	238.8	184.9	163.5
Deer Prodn	kg/ha						
Total (incl goat)	kg/ha	152.3	166.2	167.0	269.1	222.3	195.7
Wool Sold	kg		11,619	2,679	3,782	4,349	4,561
Wool Shorn	kg	349	7,452	2,343	3,506	4,002	3,580
Wool Shorn	kg/head	3.46	3.10	2.84	4.39	3.05	3.25
Wool Shorn	kg/SSU	3.59	3.35	3.19	4.90	3.45	3.59
Wool Shorn	kg/ha	2.26	6.16	8.57	7.80	6.88	6.57
Wool Prodn (calculated)	kg	390	8,473	2,550	3,918	4,598	4,046
Wool Prodn (calculated)	kg/ha	2.5	7.0	9.3	8.7	7.9	7.4
Wool net before freight	c/kg		144.8	94.1	124.8	56.4	118.9
Shearing Expenditure	c/kg	122.1	359.3	323.3	150.4	211.6	273.5
Shearing Expenditure	c/SSU	438.3	1,202.2	1,031.9	737.1	729.9	981.8

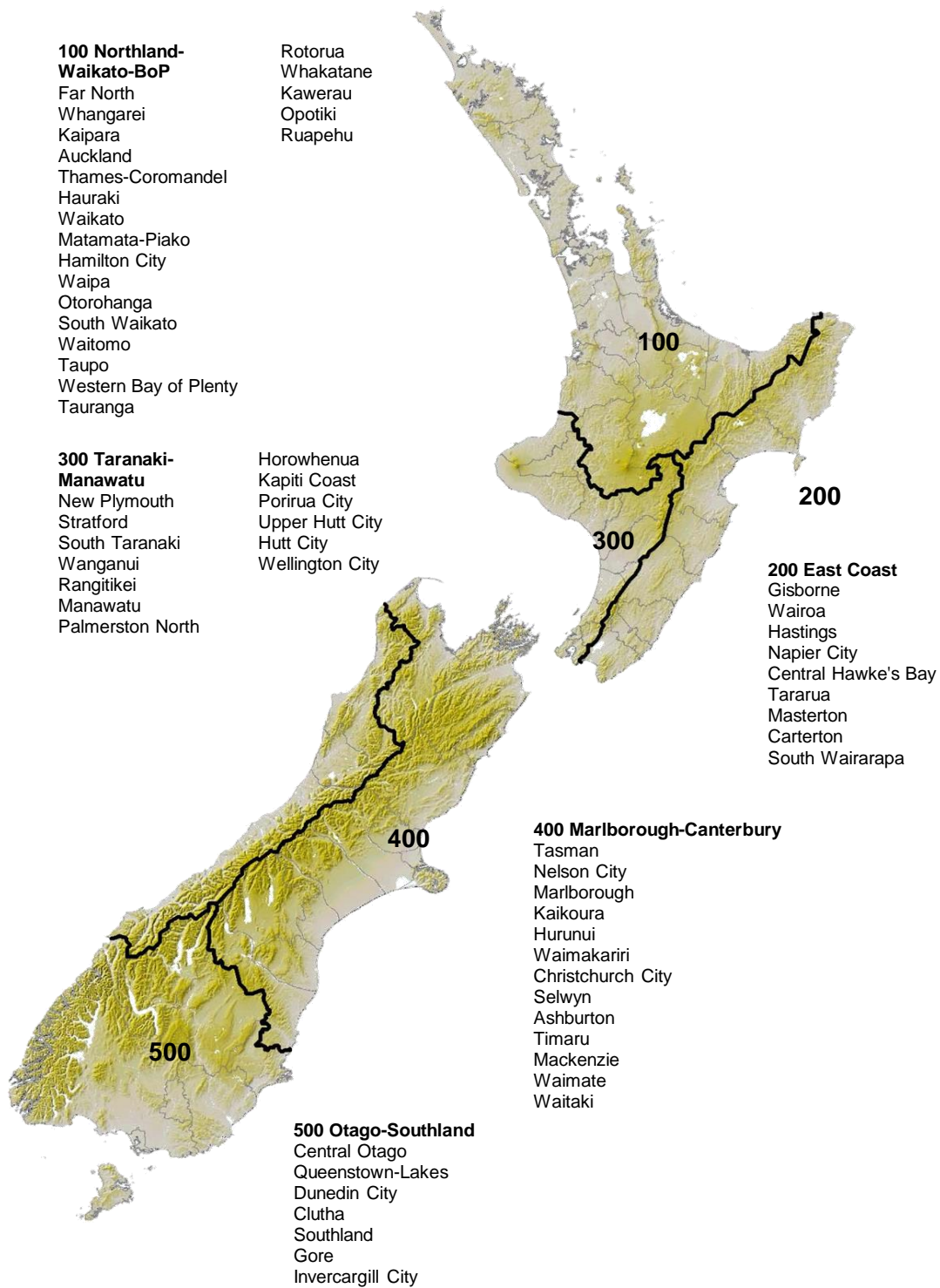
Beef + Lamb New Zealand Economic Service: Sheep and Beef Farm Survey Analysis
Based on 2022-23 Survey, Class 4 Hill Country Northland.
Quintile Analysis Ranked by EBITRm per hectare

Class 4 Hill Country	Unit	Q1 low 2022-23	Q2 2022-23	Q3 2022-23	Q4 2022-23	Q5 high 2022-23	Mean 2022-23
Sales Prime Lambs	No.	28	1,501	69	419	593	541
Sales Prime Lambs	\$/head	115.96	146.39	119.65	119.63	135.05	138.58
Sales Prime Lambs	\$/kg CW	7.01	8.17	7.10	7.14	7.29	7.77
Sales Prime Lambs	%	100.00	99.10	21.60	77.50	100.00	88.50
Sales Store Lambs	No.		13	252	122		70
Sales Store Lambs	\$/head		83.03	104.56	118.98	140.00	108.95
Sales All Lambs	No.	28	1,514	321	541	593	611
Sales All Lambs	\$/head	115.96	147.44	107.82	119.48	137.05	136.42
Sales Prime Hogget	No.		34	123	108	300	113
Sales Prime Hogget	\$/head		142.81	170.82	162.22	191.48	178.82
Sales Prime Hogget	\$/kg CW		8.70	9.18	9.18	9.37	9.27
Sales Prime Ewes	No.	6	502	62	110	115	163
Sales Prime Ewes	\$/head	90.00	105.98	93.34	96.19	97.85	102.49
Sales Prime Ewes	\$/kg CW	3.60	4.57	4.02	4.36	4.09	4.43
Sales Calf/Wnr Str Store	No.	6		6	20	4	7
Sales Calf/Wnr Str Store	\$/head	1,116		950	1,071	695	1,016
Sales Calf/Wnr Hfr Store	No.	4	23		8	6	9
Sales Calf/Wnr Hfr Store	\$/head	992	663		864	559	717
Sales Calf/Wnr Bull Store	No.	35	1				7
Sales Calf/Wnr Bull Store	\$/head	586	850				590
Sales 1-1.5 Steer Store	No.	12		18	21	6	11
Sales 1-1.5 Steer Store	\$/head	1,050		1,168	1,192	1,000	1,131
Sales 1-1.5 Heifer Store	No.	11	13		45	6	16
Sales 1-1.5 Heifer Store	\$/head	1,019	1,040		971	1,242	1,012
Sales 1Yr+ Bulls Store	No.	50	16	102	164	2	66
Sales 1Yr+ Bulls Store	\$/head	1,031	1,238	1,143	1,082	886	1,096
Sales 1-1.5 Strs Prime	No.	1		5		1	1
Sales 1-1.5 Strs Prime	\$/head	1,467		1,425	1,365	1,693	1,459
Sales 1-1.5 Strs Prime	\$/kg CW	5.73		6.33	5.81	6.46	6.21
Sales 1-1.5 Hfrs Prime	No.	15	17	30	9	44	23
Sales 1-1.5 Hfrs Prime	\$/head	1,319	1,385	1,302	1,386	1,461	1,388
Sales 1-1.5 Hfrs Prime	\$/kg CW	5.81	6.01	5.87	5.97	6.06	5.97
Sales 2Yr+ Hfrs Prime	No.	12	6	10	8	52	18
Sales 2Yr+ Hfrs Prime	\$/head	1,491	1,530	1,832	1,534	1,604	1,597
Sales 2Yr+ Hfrs Prime	\$/kg CW	5.76	5.81	6.36	5.95	5.99	5.97
Sales 2Yr+ Strs Prime	No.	8	35	11	19	89	33
Sales 2Yr+ Strs Prime	\$/head	1,678	2,135	2,237	1,899	1,921	1,969
Sales 2Yr+ Strs Prime	\$/kg CW	5.92	6.08	5.92	6.04	5.99	6.01
Sales Prime Cows	No.	8	33	3	17	10	15
Sales Prime Cows	\$/head	909	1,087	771	1,122	961	1,046
Sales Prime Cows	\$/kg CW	3.97	4.25	3.75	3.92	4.38	4.13
Sales Prime Bulls	No.	14	475	38	211	263	207
Sales Prime Bulls	\$/head	1,540	1,830	1,734	1,662	1,950	1,819
Sales Prime Bulls	\$/kg CW	6.07	5.90	5.75	5.76	6.10	5.92
Sheep Gross Margin	\$/SSU	2.80	97.52	75.90	114.61	126.67	102.53
Cattle Gross Margin	\$/CSU	104.01	109.56	123.61	128.41	132.00	120.25
Deer Gross Margin	\$/DSU						
Gross Farm Revenue	\$	114,366	1,035,536	283,225	645,621	753,407	578,231
Gross Farm Revenue	\$/ha	739.75	856.66	1,035.56	1,436.63	1,294.51	1,061.95
Gross Farm Revenue	\$/SU	92.53	115.20	118.32	130.69	138.05	123.15
Wool Revenue	\$/SSU	3.21	4.41	3.82	3.83	1.69	3.57
Sheep Revenue	\$/SSU	26.26	115.40	91.89	120.83	136.91	116.73
Sheep+Wool Revenue	\$/SSU	29.47	119.81	95.71	124.66	138.60	120.30
Cattle Revenue	\$/CSU	95.10	112.65	118.63	129.68	134.57	121.36
Dairy Grz Revenue	\$/DzSU		101.76			220.00	124.96
Deer+Velvet Revenue	\$/DSU						
Total Expenditure	\$	135,787	872,261	198,128	462,465	473,209	437,964
Total Expenditure	\$/ha	878.31	721.59	724.42	1,029.07	813.07	804.34
Total Expenditure	\$/SU	109.86	97.04	82.77	93.62	86.71	93.28
Total Expenditure	% of GFR	118.7	84.2	70.0	71.6	62.8	75.7

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Quintile Analysis Ranked by EBITRm per hectare

Class 4 Hill Country	Unit	Q1 low 2022-23	Q2 2022-23	Q3 2022-23	Q4 2022-23	Q5 high 2022-23	Mean 2022-23
Wages and Salaries	\$/ha	6.77	205.99	24.07	97.58	78.47	131.94
Animal Health	\$/ha	53.34	43.22	34.71	41.09	22.19	38.06
Weed and Pest	\$/ha	19.62	15.90	25.92	10.05	7.12	14.00
Shearing	\$/ha	2.76	22.15	27.69	11.73	14.55	17.99
Fertiliser	\$/ha	33.73	107.56	118.86	88.27	63.65	91.05
Lime	\$/ha	2.91	18.07	1.61	9.80	13.83	13.43
Seeds	\$/ha	8.36		8.17	4.97	3.84	2.89
Vehicles & Fuel	\$/ha	85.66	63.29	75.50	79.03	43.48	63.93
Electricity	\$/ha	18.47	7.57	9.07	13.22	6.10	8.99
Feed & Grazing	\$/ha	192.81	11.76	27.18	137.34	52.88	54.51
Cultivation/Sowing	\$/ha			0.08	4.00	1.72	1.08
Cash Crop	\$/ha						
R & M	\$/ha	126.34	85.54	87.73	149.38	71.40	95.97
Cartage	\$/ha	4.06	9.59	15.44	18.92	15.24	12.62
Administration	\$/ha	43.46	12.22	40.79	30.76	18.66	21.08
Insurance & ACC	\$/ha	29.29	17.10	31.09	26.82	21.86	21.73
Rates	\$/ha	48.10	26.03	47.88	41.69	25.66	31.77
Interest	\$/ha	118.11	6.06	52.25	150.64	168.31	77.54
Rent	\$/ha	10.42	14.68		6.39	123.82	36.08
Depreciation	\$/ha	70.36	44.70	78.79	81.38	54.86	57.64
Wages and Salaries	\$/SU	0.85	27.70	2.75	8.88	8.37	15.30
Animal Health	\$/SU	6.67	5.81	3.97	3.74	2.37	4.41
Weed and Pest	\$/SU	2.45	2.14	2.96	0.91	0.76	1.62
Shearing	\$/SU	0.34	2.98	3.16	1.07	1.55	2.09
Fertiliser	\$/SU	4.22	14.46	13.58	8.03	6.79	10.56
Lime	\$/SU	0.36	2.43	0.18	0.89	1.47	1.56
Seeds	\$/SU	1.05		0.93	0.45	0.41	0.33
Vehicles & Fuel	\$/SU	10.71	8.51	8.63	7.19	4.64	7.41
Electricity	\$/SU	2.31	1.02	1.04	1.20	0.65	1.04
Feed & Grazing	\$/SU	24.12	1.58	3.11	12.49	5.64	6.32
Cultivation/Sowing	\$/SU			0.01	0.36	0.18	0.12
Cash Crop	\$/SU						
R & M	\$/SU	15.80	11.50	10.02	13.59	7.61	11.13
Cartage	\$/SU	0.51	1.29	1.76	1.72	1.63	1.46
Administration	\$/SU	5.44	1.64	4.66	2.80	1.99	2.44
Insurance & ACC	\$/SU	3.66	2.30	3.55	2.44	2.33	2.52
Rates	\$/SU	6.02	3.50	5.47	3.79	2.74	3.68
Interest	\$/SU	14.77	0.81	5.97	13.70	17.95	8.99
Rent	\$/SU	1.30	1.97		0.58	13.20	4.18
Depreciation	\$/SU	8.80	6.01	9.00	7.40	5.85	6.68
Farm Profit Before Tax	\$	-21,421	163,275	85,097	183,156	280,198	140,268
Farm Profit Before Tax	\$/ha	-138.56	135.07	311.14	407.56	481.44	257.61
Farm Profit Before Tax	\$/SU	-17.33	18.16	35.55	37.08	51.34	29.87
EBITRm	\$	-1,550	209,608	99,387	253,723	450,216	206,564
EBITRm	\$/ha	-10.03	173.40	363.39	564.58	773.57	379.36
EBITRm	\$/SU	-1.25	23.32	41.52	51.36	82.49	43.99
Econ Farm Surplus	\$	-101,631	-30,799	-55,639	110,726	248,555	37,988
Econ Farm Surplus	\$/ha	-657.38	-25.48	-203.43	246.39	427.07	69.77
Econ Farm Surplus	\$/SU	-82.23	-3.43	-23.24	22.41	45.54	8.09
Total Farm Capital at open	\$	2,866,674	17,940,809	7,754,476	7,558,652	12,097,891	9,722,418
Total Farm Capital at open	\$/ha	18,543	14,842	28,353	16,819	20,787	17,856
Total Farm Capital at open	\$/SU	2,319	1,996	3,239	1,530	2,217	2,071
Total Assets at close	\$	3,088,238	17,774,140	7,307,588	8,148,897	11,432,800	9,643,780
Current Liabilities at close	\$	46,715	223,691	48,141	159,591	61,177	110,352
Term Liabilities at close	\$	238,919	121,371	222,500	1,370,859	1,355,344	680,103
Reserves at close	\$	140,407	1,884,874	9,000	162,000	4,109,894	1,313,411
Net Worth at close	\$	2,662,197	15,544,205	7,027,946	6,456,447	5,906,385	7,539,915
Equity at close	%	86.2	87.5	96.2	79.2	51.7	78.2
RoR on TFC at open	%	-3.5	-0.2	-0.7	1.5	2.1	0.4

Sheep and Beef Farm Survey Production Regions



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