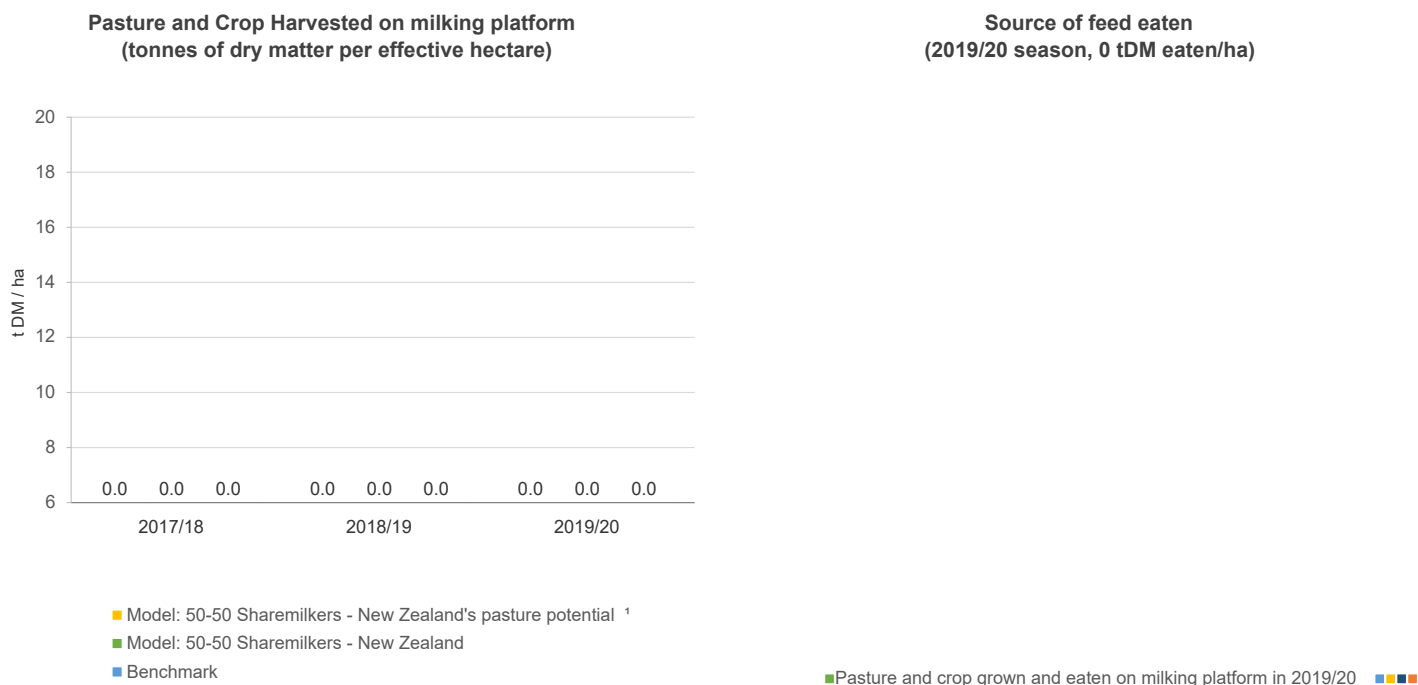




KPI Summary

Benchmark Group Selected:	Farm business type: 7- Diverse
Number of farms in this benchmark group:	25 farms (benchmarks are the average of those 25 farms)

Feed (feed KPIs are based on 11.0 MJME/kg DM Pasture)



Pasture potential ¹	Units	2019/20		2018/19		2017/18	
		Farm	Benchmark	Farm	Benchmark	Farm	Benchmark
#REF!	#REF!		NB ¹⁶		NB ¹⁶		NB ¹⁶
#REF!	#REF!		NB ¹⁶		NB ¹⁶		NB ¹⁶
#REF!	#REF!		NB ¹⁶		NB ¹⁶		NB ¹⁶
#REF!	#REF!						

Milk solids Production (1 June to 31 May)	Units	2019/20		2018/19		2017/18	
		Farm	Benchmark	Farm	Benchmark	Farm	Benchmark
Milk solids per cow as % of liveweight	%						

Replacements	Units	2019/20 (Farm)	2018/19 (Farm)	2017/18 (Farm)
Spring - Required replacement rate as % of opening cows ²²	%			
Autumn - Required replacement rate as % of opening cows ²²	%			

People	Units	2019/20		2018/19		2017/18	
		Farm	Target	Farm	Target	Farm	Target
Cows milked/person/hour ⁷ :	cows/person/hour						
kg milksolids per hour worked:	kg MS/hr						

[illegible]

Animal Performance & Health

Benchmark Group Selected:

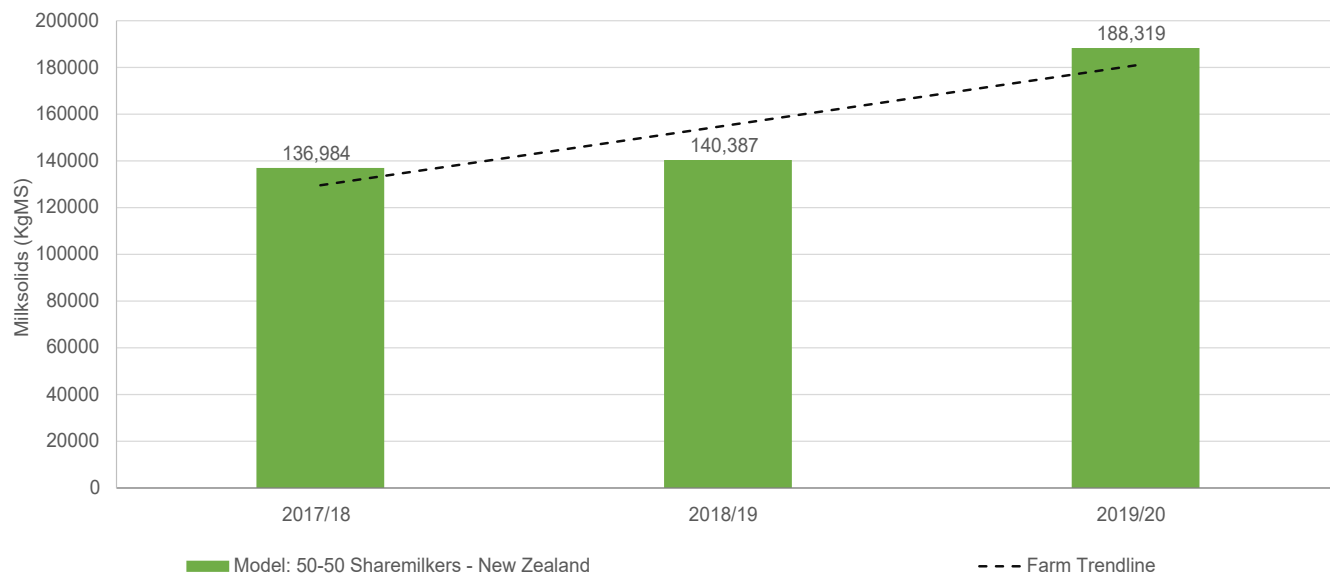
Farm business type: 7- Diverse

of farms in benchmark group:

25 farms (benchmarks are the average of those 25 farms)

Annual Milk Production (KgMS)

1 June - 31 May



	Targets and/or Units	2019/20		2018/19		2017/18	
		Farm	Benchmark	Farm	Benchmark	Farm	Benchmark

Production Summary (1 Jun - 31 May) ²⁸

Milk solids per cow	kg/cow	397	425	376	391	378	399
Milk solids (kg/cow) as % of cow liveweight	%						
Milk solids per hectare	kg/ha	1,207	1,321	1,091	1,127	1,064	1,150
Days in milk per cow (Spring and/or Autumn herd)	days						
Average milk solids production per cow per day	kg/cow/day						

Spring Herd Production

Daily milk solids production for 10 days at peak ¹⁷	kg/cow/day						
Milk solids to 31 Dec as % of total milk solids	%						
Monthly production drop from peak to 31 Dec	%						

Mastitis and Lameness

Antibiotic treatments for lameness ²⁴	◆?						
Antibiotic treatments for mastitis ²⁴	◆?						
Average bulk SCC ('000s)	◆?						

Herd Breeding Worth and Production Worth	Farm value	Herd avg. Top 25% ²⁵	Farm value	Herd avg. Top 25% ²⁵	Farm value	Herd avg. Top 25% ²⁵
BW/reliability						
PW/reliability						



Notes

Page 6

(Summary of notes for Excel physical report)

- ¹ Pasture potential is an estimation of how much pasture and crop could potentially be harvested (eaten) on your farm. For more information, search for "Pasture Potential" on the DairyNZ website.
- ² Supplements (silage/hay) made on the milking platform in previous seasons; fed to the herd in the current season (2019/20 season)
- ³ Number of rows/rotations per milking measured at the time of peak cows milked
- ⁴ Comparative stocking rate = kilograms of liveweight (per hectare) / tonne of feed offered (per hectare).
- ⁵ H= Herringbone, R= Rotary, O= Other. The number indicates the number of set of cups.
- ⁶ FTE = full time equivalent (1 FTE = 2,400 hours)
- ⁷ Number of cows milked per person per hour measured at the time of peak milksolids production (Milking time).
- ⁸ Time (in minutes) for each row (herringbone dairy) or rotation (rotary dairy) during milking, measured at the time of peak milksolids production.
- ⁹ This corresponds to irrigated hectares. Value is the sum of irrigation water applied annually (mm) and the rainfall (mm) entered for the farm. If the specific rainfall for the farm is not entered then the district annual rainfall is used.
- ¹⁰ Pasture and crop harvested is the amount of pasture and crop dry matter that has been grown on the milking platform and harvested by mouth (dairy cows) or machine.
- ¹¹ Pasture and crop exported refers to pasture and crop supplements (hay and/or silage) made on farm in the current season but exported into next season (i.e. not eaten in the current season).
- ¹² Imported supplements eaten (externally sourced) refers to supplements purchased or brought-in from support block and fed to the herd on the milking platform.
- ¹³ Imported supplements eaten (internally sourced) refers to feed made on farm in previous season eaten i.e. supplements made on the milking platform (hay/silage) in previous seasons, fed to the herd on the milking platform in the current season.
- ¹⁴ Imported supplement and grazing off eaten = supplements purchased or brought-in from support block + supplements made on farm in previous seasons fed in the current season + dry-cow winter grazing off.
- ¹⁵ Water comprises of irrigation water and rainfall water from September to April.
- ¹⁶ NB = this key performance indicator is not currently benchmarked.
- ¹⁷ Average daily milksolids production per cow (average of 10 days) during the peak period for milksolids production.
- ¹⁸ Percentage from InCalf Fertility Focus Report. Non-cycling cows treated refers to the percentage of cows that received their first non-cycling treatment within the first 3 weeks of mating.
- ¹⁹ Targets from InCalf Fertility Focus Report. The target for "Not-in-calf rate" varies according to the duration of mating (length of total mating in the most recent season) in weeks.
- ²⁰ Opening cows refers to the number of in-calf cows and R2 heifers calving in spring at the start of the dairy season (i.e. 1 June). In the case of autumn-calving herds it is the number of in-calf cows and R2 heifers calving in autumn (1 March).
- ²¹ Closing cows refers to the number of cows on 31 May. In the case of autumn calving herds it is the number of cows at the end of the milking period (e.g. Jan-Feb).
- ²² Required replacement rate to maintain a stable herd size based on your opening and closing cow balances. Therefore, your actual replacement rate may vary if you are increasing or decreasing herd size.
- ²³ % (N) = Percentage of the milking herd with number of cows indicated between parenthesis.
- ²⁴ "Antibiotic treatments for lameness" and "Antibiotic treatments for mastitis" refer to the number of antibiotic treatments for lameness and mastitis, respectively, as a proportion of the herd.
- ²⁵ Breeding worth (BW) and Production worth (PW) of herds in the top 25% for BW and PW, respectively, as reported by NZAEL (<https://www.dairynz.co.nz/animal/animal-evaluation/animal-and-herd-averages/#category=herds>) on 21/02/2020.
The targets for "Cows milked to 31 Dec as % of opening cows", "1st calvers in herd & in-calf at end of first lactation", "Antibiotic treatments for lameness", "Antibiotic treatments for mastitis" and "Average bulk SCC ('000s)" are based on values of New Zealand owner operator farms in the top 10% for operating profit per hectare. The industry target for "Heifer liveweight at 22 months as % of mature LW" was obtained from <https://www.dairynz.co.nz/animal/heifers/liveweight-targets/>
- ²⁷ Imported supplement refers to supplements imported from external sources (purchased/brought-in from support block) + supplements imported from within the farm (supplements made on farm in previous seasons fed to the herd in the current season)
- ²⁸ KPIs in this section are based on kg milksolids produced between 1 Jun and 31 May (seasonal/production year)
- ²⁹ Current area receiving liquid effluent (percentage of farm pastoral area) as reported by OverseerFM
- ³⁰ As there are a lot of variables on farm that can impact cows milked/person/hour (e.g. shed size, cup removers, etc...), this target has been displayed as a range.