



Compendium of New Zealand

Farm Facts



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ACKNOWLEDGEMENTS

| | |
|---|------------------------|
| DEER INDUSTRY NEW ZEALAND | |
| LIVESTOCK IMPROVEMENT CORPORATION LTD | |
| MINISTRY FOR PRIMARY INDUSTRIES | |
| NIWA | NZ PORK INDUSTRY BOARD |
| STATISTICS NEW ZEALAND | |
| NEW ZEALAND WOOL SERVICES INTERNATIONAL LTD | |

This booklet brings together in summary form a selection of information which is available from the recognised sources noted above and to whom thanks are due.

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p = Provisional

e = Estimate

FOB = Free on Board

BEEF + LAMB NEW ZEALAND ECONOMIC SERVICE
PO BOX 121
WELLINGTON 6140
E-mail econ@beeflambnz.com
Website www.beeflambnz.com
Phone +64 (4) 473 9150

NEW ZEALAND GENERAL

| | |
|--------------|---|
| Area | The total area of New Zealand (including minor islands) is 26.8 million hectares. |
| 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 one quarter of the total area below 200 metres altitude. |
| 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. |
| Climate | 2012 was slightly cooler than average for most areas. A relatively dry year for western areas of both islands. Above normal rainfall for Gisborne, parts of Central Otago, and between Oamaru and Timaru. Below average temperatures over the northeast South Island, Wellington, Wairarapa, parts of Manawatu, and between Tararua district and Waikato. Near or slightly below average temperatures elsewhere. Sunnier than normal for western areas from Te Kuiti to Kapiti Coast, as well as West Coast of the South Island. Below normal sunshine for Wellington, Wairarapa, Blenheim, Northland and Central Otago. Near normal sunshine elsewhere. At the end of the year significant soil moisture deficits were present in eastern areas of both islands, Auckland, Manawatu, Wellington, Nelson, Otago and central Southland. |

ANNUAL RAINFALL BY DISTRICT (mm)*

| NORTH ISLAND | | SOUTH ISLAND | |
|------------------|-------|-----------------|-------|
| Kaitiāia | 1,334 | Nelson | 970 |
| Whangarei | 1,490 | Blenheim | 655 |
| Auckland | 1,240 | Westport | 2,274 |
| Tauranga | 1,198 | Kaikoura | 844 |
| Hamilton | 1,190 | Hokitika | 2,875 |
| Rotorua | 1,401 | Christchurch | 648 |
| Gisborne | 1,050 | Mt Cook | 4,293 |
| Taupo | 1,102 | Lake Tekapo | 600 |
| New Plymouth | 1,432 | Timaru | 573 |
| Napier | 803 | Milford Sound | 6,749 |
| Wanganui | 882 | Queenstown | 913 |
| Palmerston North | 966 | Alexandra | 360 |
| Masterton | 979 | Manapouri | 1,164 |
| Wellington | 1,249 | Dunedin | 812 |
| | | Invercargill | 1,112 |
| | | Chatham Islands | 855 |

*30 year average.

Source: NIWA

POPULATION

New Zealand's total population is estimated at 4,433,000 at 30 June 2012, an increase of 0.6% over the previous 12 months. 14% of the population live in rural areas and 86% live in urban areas, with 78% of the urban population in the North Island.

| MAIN URBAN AREAS | | SECONDARY URBAN AREAS | |
|-------------------|-----------|-----------------------|--------|
| Whangarei | 52,500 | Pukekohe | 26,600 |
| Auckland | 1,397,300 | Tokoroa | 13,300 |
| Hamilton | 209,300 | Taupo | 22,800 |
| Tauranga | 122,200 | Whakatane | 18,750 |
| Rotorua | 56,100 | Hawera | 11,050 |
| Gisborne | 34,400 | Feilding | 14,600 |
| Napier / Hastings | 125,000 | Levin | 19,600 |
| New Plymouth | 53,000 | Masterton | 20,300 |
| Wanganui | 39,500 | Blenheim | 30,500 |
| Palmerston North | 83,300 | Greymouth | 10,050 |
| Kapiti | 40,300 | Ashburton | 18,300 |
| Wellington | 395,600 | Timaru | 27,800 |
| Nelson | 61,100 | Oamaru | 13,050 |
| Christchurch | 375,900 | Gore | 9,700 |
| Dunedin | 118,400 | | |
| Invercargill | 49,000 | | |

AREA OF FARMING LAND 2011

14.6 million hectares. The allocation in million hectares was:
10.8 in grassland, lucerne, tussock or danthonia
1.6 in plantations
0.1 in horticulture
2.0 in other land or holdings

FARM HOLDINGS 2011

In 2011 there were 58,041 holdings, irrespective of size or location, with an average area of 251 hectares.

TYPES OF FARMS 2011

45% mainly sheep & beef farming 3% crop farming
19% mainly dairy farming 14% horticulture & orchards
9% mixed livestock 10% other

Source: Statistics New Zealand

FARMS BY FARM TYPE AT 30 JUNE 2007

| | NUMBER OF FARMS* | AREA IN SOWN PASTURE (000 HA) |
|-----------------------------|------------------|-------------------------------|
| Dairying | 11,400 | 2,016 |
| Sheep & Beef Farming | 29,241 | 9,574 |
| Cropping | 1,878 | 213 |
| Deer Farming | 1,581 | 341 |
| Goat Farming | N/A | N/A |
| Mixed Livestock Farming | 768 | 218 |
| Pig Farming | 327 | 17 |
| Poultry | 153 | 7 |
| Total | 45,348 | 12,387 |
| Other | 17,988 | 2,314 |
| TOTAL ALL FARM TYPES | 63,336 | 14,701 |

* Includes non-commercial smallholding farms.

Source: Statistics New Zealand
2007 Agricultural Census

LIVESTOCK NUMBERS AND PRODUCTION

LIVESTOCK NUMBERS AT 30 JUNE (MILLION)

| | 2002 | 2012p | % CHANGE |
|-------------------|-------|-------|----------|
| Sheep | 39.57 | 31.20 | -21% |
| Beef Cattle | 4.49 | 3.74 | -17% |
| Dairy Cattle | 5.16 | 6.46 | 25% |
| Deer | 1.64 | 1.05 | -36% |
| Total Stock Units | 92.80 | 88.79 | -4% |

p = Provisional.

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

Total stock units at 30 June 2012 decreased an estimated 4% compared with 2002. 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 the stock units in 2012 were better fed and more productive than in 2002.

LIVESTOCK PRODUCTIVITY

| | 2001-02 | 2011-12p |
|--------------------------|---------|----------|
| Ewe Lambing Percentage | 113% | 121% |
| Average Lamb Wt (kg) | 16.9 | 18.7 |
| Lamb (kg/ewe) | 14.9 | 17.4 |
| Wool (kg/head) | 5.72 | 5.26 |
| Average Steer Wt (kg) | 315 | 317 |
| Milk solids per cow (kg) | 307 | 364 |

p = Provisional.

Source: Beef + Lamb New Zealand Economic Service

LIVESTOCK BY PRODUCTION REGION AT 30 JUNE 2011

| | TOTAL SHEEP | TOTAL BEEF | TOTAL DAIRY | TOTAL DEER |
|----------------------|-------------|-------------|-------------|-------------|
| North/South Auckland | 13% | 33% | 43% | 14% |
| East Coast | 25% | 27% | 6% | 9% |
| Taranaki/Manawatu | 12% | 12% | 15% | 7% |
| NORTH ISLAND | 50% | 71% | 64% | 30% |
| Canterbury/Westland | 22% | 18% | 22% | 35% |
| Otago | 15% | 6% | 3% | 13% |
| Southland | 13% | 5% | 10% | 22% |
| SOUTH ISLAND | 50% | 29% | 36% | 70% |
| NEW ZEALAND | 100% | 100% | 100% | 100% |

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

LIVESTOCK BY PRODUCTION REGION AT 30 JUNE 2011 (000)

| | TOTAL SHEEP | TOTAL BEEF | TOTAL DAIRY | TOTAL DEER |
|----------------------|---------------|--------------|--------------|--------------|
| North/South Auckland | 3,998 | 1,270 | 2,678 | 152 |
| East Coast | 7,838 | 1,021 | 348 | 100 |
| Taranaki/Manawatu | 3,624 | 453 | 937 | 74 |
| NORTH ISLAND | 15,461 | 2,745 | 3,963 | 325 |
| Canterbury/Westland | 6,765 | 705 | 1,381 | 378 |
| Otago | 4,794 | 223 | 216 | 141 |
| Southland | 4,113 | 174 | 615 | 244 |
| SOUTH ISLAND | 15,672 | 1,102 | 2,212 | 764 |
| NEW ZEALAND | 31,132 | 3,846 | 6,175 | 1,089 |

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

SHEEP

SHEEP NUMBERS AT 30 JUNE 2012p

20.3 million breeding ewes

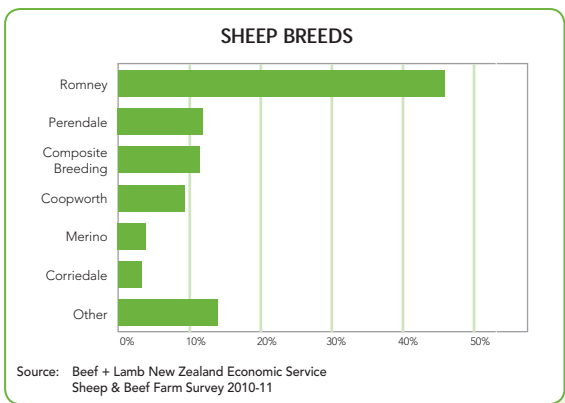
10.9 million ewe hoggets, dry ewes, wethers, rams

31.2 million sheep wintered

-21.2 % on 2002

+0.2 % on 2011

p = Provisional.



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 found 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 2012p

Beef cattle numbers were 3.7 million at 30 June 2012, of which 1.1 million were beef breeding cows and heifers. 73% of total beef cattle were in the North Island.

BEEF CATTLE BREEDS

| | | | |
|----------------|-----|-------------------|-----|
| Angus | 28% | Friesian Hereford | 3% |
| Angus Hereford | 11% | Friesian | 16% |
| Hereford | 7% | Mixed | 30% |
| Other | 4% | | |

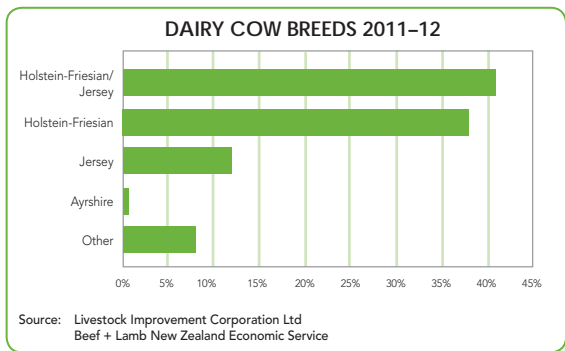
Few farmers devote themselves exclusively to beef production. In general, the raising and finishing of beef cattle is carried out in conjunction with sheep farming. In addition, beef is produced from cull dairy cows, bobby calves and raising young bulls to produce bull beef.

p = Provisional.

DAIRY CATTLE

DAIRY CATTLE AT 30 JUNE 2012p

Dairy cattle, including cows, replacement heifers and breeding bulls, totalled 6.2 million at 30 June 2012.



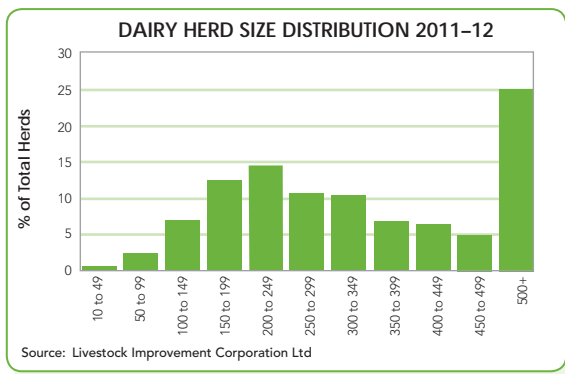
p = Provisional.

64% of dairy cattle were in the North Island. The total herd of dairy cows and heifers in calf at 30 June 2012 was 4.8 million.

HERD SIZE

Average herd size in 1981–82 130 cows

2011–12 393 cows (+202%)



DEER

FARMED DEER NUMBERS AT 30 JUNE 2012p

| | | | |
|----------------|---------|------------|-----------|
| Breeding hinds | 513,200 | Other deer | 104,800 |
| Weaners | 430,900 | Total deer | 1,048,900 |

For the year ended September 2012, total deer industry exports were \$269 million FOB. Venison exports were worth \$198 million, velvet export earnings totalled \$28 million while co-products and other totalled \$20 million. Deer hides and leather receipts were \$23 million.

Venison exports totalled 15,270 tonnes, of which 33% went to Germany, 25% to Benelux and 8% went to USA. In 2011–12, China remained the largest export destination for New Zealand velvet, accounting for 63% of exports, although Korea remains the largest market for the consumption of New Zealand velvet.

p = Provisional.

GOATS

A total of 85,970 farmed goats were recorded in 2011 by Statistics New Zealand. 70% of goats were in the North Island, with the largest population in Waikato. It is estimated that two-thirds of goats were on commercial sheep and beef farms.

For the year ended September 2012, goat exports totalled \$6.3 million FOB (excludes goat dairy products). This comprised \$5.5 million of goat meat, \$0.5 million for goat fibre and \$0.3 million for skins.

PIGS

At 30 June 2012, estimated total pigs numbered 315,700. Of these, 33,000 were breeding sows. There were 150 Registered Pig Farms according to the New Zealand Pork Industry Board.

For the year ended 30 September 2012, pig slaughter numbers were 719,678, which produced 49,787 tonnes of pig meat. The South Island accounted for 60% of total pig meat production.

Most of the pig meat production is consumed in the local market. Total supply of pig meat in 2011–12 was 91,171 tonnes, of which 41,384 tonnes were imported.

MEAT

Total inspected slaughter for the year ended 30 September 2012 at export plants and abattoirs was:

| | | | |
|------|----------------|-----|---------------|
| 19.4 | million lambs | 0.7 | million pigs |
| 3.6 | million sheep | 0.4 | million deer |
| 2.2 | million cattle | 0.1 | million goats |
| 1.7 | million calves | | |

Total meat production on a bone-in basis for the same period was:

| | 000 TONNES | % AVAILABLE FOR EXPORT |
|-------------|------------|------------------------|
| Lamb | 357.3 | 92% |
| Mutton | 91.9 | 91% |
| Beef & Veal | 575.3 | 82% |
| Pig meat | 49.8 | 4% |
| Goat meat | 1.0 | 80% |
| Venison | 22.8 | 99% |
| | 1,098.1 | 83% |

MEAT EXPORTS

Year Ended 30 September 2012

| TYPE | TOTAL SHIPPED TONNES | FOB \$(000) | \$ PER SHIPPED TONNE |
|---------------|----------------------|------------------|----------------------|
| Carcases | 4,828 | 33,881 | 7,018 |
| Cuts | 221,560 | 1,805,985 | 8,151 |
| Boneless | 38,271 | 487,431 | 12,736 |
| LAMB | 264,659 | 2,327,297 | 8,794 |
| Carcases | 9,781 | 46,754 | 4,780 |
| Cuts | 28,184 | 120,208 | 4,265 |
| Boneless | 23,076 | 179,948 | 7,798 |
| MUTTON | 61,040 | 346,910 | 5,683 |
| Carcases | 20 | 80 | 3,902 |
| Cuts | 27,531 | 96,475 | 3,504 |
| Boneless | 304,460 | 1,889,854 | 6,207 |
| BEEF | 332,011 | 1,986,408 | 5,983 |
| Carcases | 417 | 1,314 | 3,150 |
| Cuts | 5,612 | 17,426 | 3,105 |
| Boneless | 12,534 | 71,931 | 5,739 |
| BOBBY | 18,563 | 90,671 | 4,885 |
| GOAT | 864 | 5,558 | 6,432 |
| OFFALS | 64,650 | 207,562 | 3,211 |
| TOTAL | 741,787 | 4,964,407 | 6,692 |

Source: Beef + Lamb New Zealand Economic Service

MEAT EXPORTS BY REGION

In the year ended September 2012, the destinations of meat shipments by shipped weight were:

| | LAMB | MUTTON | BEEF & VEAL | OTHER ¹ |
|----------------|------|--------|-------------|--------------------|
| Africa | 3% | 5% | 0% | 16% |
| European Union | 42% | 28% | 4% | 15% |
| Middle East | 12% | 7% | 3% | 9% |
| North America | 9% | 11% | 51% | 4% |
| North Asia | 24% | 31% | 26% | 30% |
| Pacific | 5% | 2% | 3% | 4% |
| South Asia | 2% | 12% | 11% | 16% |
| Others | 3% | 4% | 2% | 6% |
| | 100% | 100% | 100% | 100% |

1 Other meat and offal, variety meats, goat meat.

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

AVERAGE EXPORT CARCASE WEIGHTS

Kilograms per head

| YEAR ENDED 30 SEPTEMBER | 2010-11 | 2011-12 | % CHANGE |
|-------------------------|---------|---------|----------|
| LAMB | | | |
| North Island | 18.10 | 18.87 | 4.3% |
| South Island | 18.35 | 18.47 | 0.7% |
| NEW ZEALAND | 18.23 | 18.66 | 2.4% |
| MUTTON | | | |
| North Island | 22.85 | 24.71 | 8.1% |
| South Island | 25.52 | 26.50 | 3.8% |
| NEW ZEALAND | 24.17 | 25.66 | 6.2% |
| STEER AND HEIFER | | | |
| North Island | 272.62 | 286.26 | 5.0% |
| South Island | 286.63 | 291.54 | 1.7% |
| NEW ZEALAND | 276.36 | 287.81 | 4.1% |
| COW | | | |
| North Island | 194.97 | 204.00 | 4.6% |
| South Island | 206.96 | 208.58 | 0.8% |
| NEW ZEALAND | 198.17 | 205.48 | 3.7% |
| BULL | | | |
| North Island | 296.70 | 308.80 | 4.1% |
| South Island | 306.48 | 309.77 | 1.1% |
| NEW ZEALAND | 298.56 | 309.00 | 3.5% |

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

AVERAGE EXPORT PAYMENT TO FARMERS

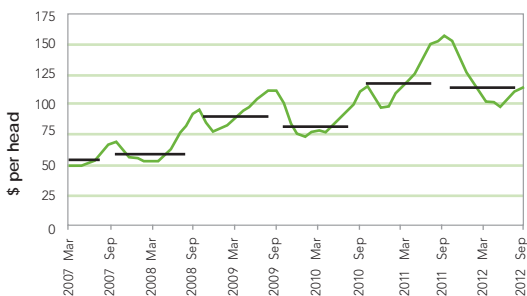
Year Ended 30 September

| | LAMB ¹ \$ PER HEAD | MUTTON ¹ \$ PER HEAD | BEEF \$ PER HEAD |
|---------|----------------------------------|------------------------------------|---------------------|
| 2002-03 | 64.23 | 47.06 | 697.64 |
| 2003-04 | 65.52 | 46.54 | 725.34 |
| 2004-05 | 68.25 | 47.15 | 787.93 |
| 2005-06 | 56.21 | 40.44 | 782.38 |
| 2006-07 | 53.89 | 36.30 | 776.20 |
| 2007-08 | 58.55 | 34.08 | 809.56 |
| 2008-09 | 89.83 | 50.01 | 818.68 |
| 2009-10 | 81.30 | 56.43 | 810.88 |
| 2010-11 | 117.64 | 91.75 | 970.89 |
| 2011-12 | 113.58 | 94.57 | 1016.46 |

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

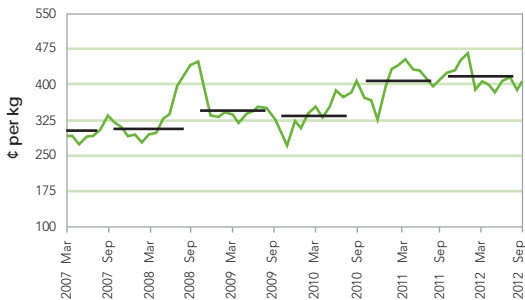
Source: Beef + Lamb New Zealand Economic Service

ALL GRADES 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

NEW ZEALAND MEAT CONSUMPTION

Year Ended September 2009

| | KG PER CAPITA | % |
|---------------|---------------|-------------|
| Lamb | 7.5 | 8% |
| Mutton | 2.8 | 4% |
| Beef and Veal | 28.0 | 31% |
| Poultry | 31.3 | 35% |
| Pig meat | 19.6 | 22% |
| TOTAL | 89.2 | 100% |

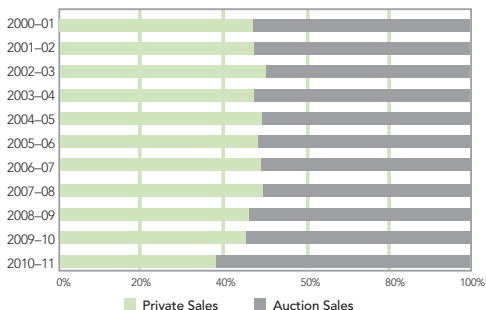
Source: Beef + Lamb New Zealand Economic Service
 NZ Pork Industry Board
 NZ Poultry Industry Association

WOOL

New Zealand is the third largest producer of wool on a “clean” basis in the world, and produces 12.1% of world production.

The main shear generally takes place from November to January and sheep are machine shorn on approximately 44,000 stands. Merino sheep are sometimes blade shorn in cooler regions.

FARM-GATE WOOL SALES

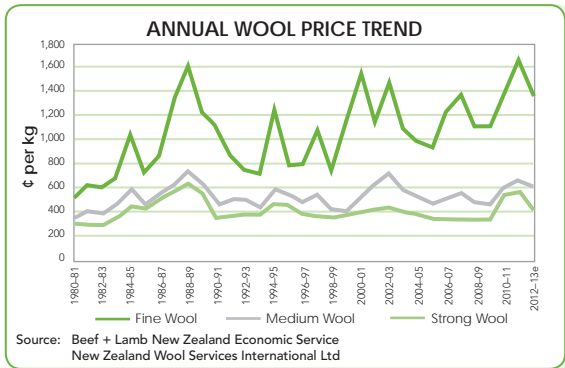


Source: Beef + Lamb New Zealand Economic Service
 Sheep & Beef Farm Survey

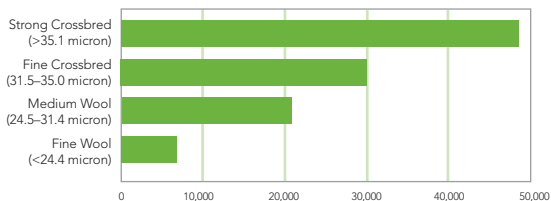
SHEEP NUMBERS, WOOL PRODUCTION AND AUCTION PRICE

| YEAR | OPENING SHEEP (000) | WOOL 000 TONNES GREASY | WOOL NZ CENTS PER KG GREASY |
|---------|---------------------|------------------------|-----------------------------|
| 1950-51 | 33,857 | 177.0 | 161.4 |
| 1960-61 | 47,134 | 266.5 | 74.1 |
| 1970-71 | 60,276 | 333.9 | 53.4 |
| 1980-81 | 68,772 | 380.7 | 247.5 |
| 1990-91 | 57,852 | 305.3 | 316.4 |
| 1995-96 | 48,816 | 268.8 | 371.5 |
| 1996-97 | 47,394 | 274.8 | 333.2 |
| 1997-98 | 46,077 | 265.8 | 337.5 |
| 1998-99 | 44,400 | 252.0 | 304.0 |
| 1999-00 | 44,190 | 257.2 | 329.9 |
| 2000-01 | 42,260 | 236.7 | 392.2 |
| 2001-02 | 40,033 | 228.9 | 385.3 |
| 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 | 217.6 | 309.6 |
| 2007-08 | 38,460 | 205.8 | 313.7 |
| 2008-09 | 34,088 | 157.5 | 308.7 |
| 2009-10 | 32,384 | 185.8 | 313.5 |
| 2010-11 | 32,563 | 176.3 | 448.5 |
| 2011-12 | 31,132 | 163.7 | 493.4 |

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



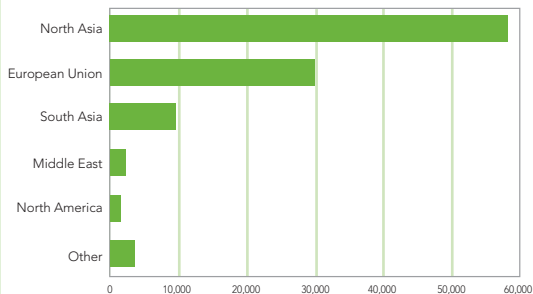
WOOL EXPORTS Year Ended June 2012 Tonnes Clean



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

Wool fibre export earnings for the year ended 30 June 2012 were \$777.1 million FOB. Wool carpet and rug export receipts were \$99.4 million, with intermediate products (tops, yarns and sliver) and other final woollen products contributing a further \$108.2 million. All wool products represented 2.2% (\$984.7 million) of the total value of New Zealand merchandise exports.

WOOL EXPORTS Year Ended June 2012 Tonnes Clean



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

DAIRY

DAIRY COMPANIES

There are three co-operative New Zealand dairy companies: Fonterra, Tatua and Westland. In addition, there are four other dairy companies exporting dairy products: Open Country, Synlait, Miraka and Goodman Fielder. The largest of these companies is Fonterra which is owned by over 10,500 dairy farmers, producing around 16 billion litres of milk. Fonterra accounts for around 95% of New Zealand dairy production.

DAIRY PRODUCTION 2011–12

Seasonal herd test averages showed production per cow was 364 kg milk solids or 4,128 litres of milk (comprising 206 kg milk fat and 158 kg protein content).

In 2011–12, 1.69 million tonnes of milk solids were processed by dairy factories.

DAIRY MEAT

In the year ended 30 September 2012, 1.7 million bobby calves and 0.73 million cull cows were slaughtered. In spring 2011, an estimated 0.44 million calves were retained for dairy beef production.

EXPORTS OF DAIRY PRODUCE

Year Ended September 2012

| | 000 TONNES |
|-------------|------------|
| Butter | 461 |
| Milk powder | 1,653 |
| Cheese | 274 |
| Whey | 98 |
| Milk solids | 1,493 |
| Skim milk | 363 |
| Whole milk | 1,248 |
| Casein | 79 |

Source: Statistics New Zealand

ARABLE

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 2012, wheat was harvested from 54,900 hectares, barley from 66,300 hectares, maize from 20,200 hectares and oats from 3,900 hectares. Associated yields for wheat, barley, maize and oats were 8.8, 6.6, 10.7 and 4.7 tonnes per hectare respectively.

GRAIN AND SEED CROP PRODUCTION

Year Ended 30 June 2007

| | NORTH ISLAND | SOUTH ISLAND | NEW ZEALAND |
|---------------|--------------|--------------|-------------|
| WHEAT | | | |
| Tonnes | 12,100 | 332,300 | 344,400 |
| Hectares | 1,700 | 38,800 | 40,500 |
| tonnes/ha | 7.1 | 8.6 | 8.5 |
| BARLEY | | | |
| Tonnes | 32,300 | 303,300 | 335,600 |
| Hectares | 5,800 | 45,700 | 51,500 |
| tonnes/ha | 5.6 | 6.6 | 6.5 |
| MAIZE | | | |
| Tonnes | 179,700 | 6,000 | 185,600 |
| Hectares | 16,500 | 500 | 17,000 |
| tonnes/ha | 10.9 | 12.0 | 10.9 |
| OATS | | | |
| Tonnes | 600 | 27,000 | 27,500 |
| Hectares | 100 | 5,600 | 5,800 |
| tonnes/ha | 6.0 | 4.8 | 4.7 |

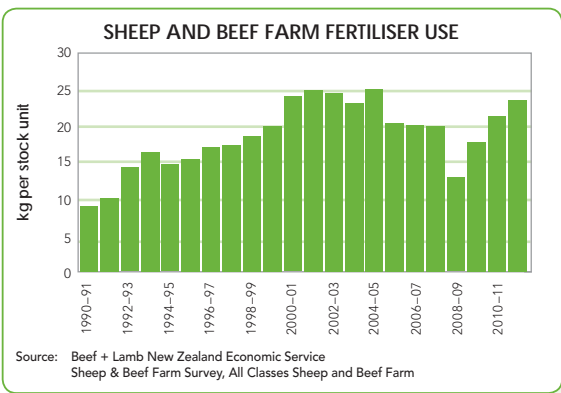
Totals may not add due to rounding.

Source: Statistics New Zealand
2007 Agricultural Census

FERTILISER

FERTILISER SALES

Most New Zealand soils need fertilisers, especially phosphate and sulphur, and topdressing of pastures is essential for their maintenance and productivity. Peak deliveries each year are made in October and again in February to April, when spring and autumn topdressing take place.



Fertiliser usage varies considerably between regions due to differences in soil type, climate and type of farming. There is a strong link between stock performance and fertiliser use.

SHEEP AND BEEF FARM FERTILISER USE 2011-12p

| | KILOGRAMS PER STOCK UNIT | KILOGRAMS PER HECTARE |
|------------------------|--------------------------|-----------------------|
| Northland/Waikato/BOP | 27.5 | 247.7 |
| East Coast | 22.9 | 187.0 |
| Taranaki/Manawatu | 18.3 | 163.9 |
| NORTH ISLAND | 23.4 | 203.3 |
| Marlborough/Canterbury | 26.3 | 107.2 |
| Otago/Southland | 20.9 | 110.2 |
| SOUTH ISLAND | 23.5 | 105.3 |
| NEW ZEALAND | 23.5 | 141.6 |

p = Provisional.

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

SHEEP AND BEEF FARM REVENUE AND EXPENDITURE

REVENUE, EXPENDITURE AND PROFIT

\$ per Farm¹

| SUMMARY | | 2000-01 | 2010-11 | 2011-12 ^p |
|---------|---|----------------|----------------|----------------------|
| 1 | REVENUE | | | |
| 2 | Wool | 46,016 | 52,088 | 55,300 |
| 3 | Sheep | 131,634 | 216,788 | 256,700 |
| 4 | Cattle | 71,940 | 90,544 | 96,000 |
| 5 | Dairy Grazing | 3,786 | 15,943 | 19,100 |
| 6 | Deer + Velvet | 5,639 | 4,112 | 5,200 |
| 7 | Goat + Fibre | 56 | 25 | – |
| 8 | Cash Crop | 21,434 | 41,840 | 53,600 |
| 9 | Other | 8,100 | 23,251 | 20,100 |
| 10 | TOTAL GROSS REVENUE | 288,605 | 444,591 | 506,000 |
| 11 | EXPENDITURE | | | |
| 12 | Fert, Lime & Seeds | 32,223 | 58,124 | 69,400 |
| 13 | Repairs & Maintenance | 17,896 | 25,591 | 27,800 |
| 14 | Other Working Expenses | 86,781 | 138,250 | 144,400 |
| 15 | TOTAL WORKING EXPENSES | 136,900 | 221,965 | 241,600 |
| 16 | Interest & Rent | 27,128 | 60,833 | 54,500 |
| 17 | Other Standing Charges | 12,632 | 22,304 | 23,700 |
| 18 | Depreciation | 15,506 | 27,249 | 29,100 |
| 19 | TOTAL EXPENDITURE | 192,166 | 332,351 | 348,900 |
| 20 | FARM PROFIT BEFORE TAX² | 96,439 | 112,240 | 157,100 |

p = Provisional.

1 The Weighted Average All Classes Sheep and Beef Farm at 1 July 2011 carried 2,792 sheep, 297 beef cattle and 32 deer totalling 4,000 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

| | 2001-02 | 2011-12p |
|---------------|---------|----------|
| Wool | 14% | 11% |
| Sheep | 48% | 51% |
| Cattle | 25% | 19% |
| Dairy Grazing | 1% | 4% |
| Deer + Velvet | 2% | 1% |
| Cash Crop | 6% | 11% |
| Other | 3% | 4% |

p = Provisional.

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

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 |
| 2000-01 | 16,543 | 13,313 | 178 | 1,096 | 1,154 |
| 2001-02 | 16,909 | 13,512 | 174 | 1,152 | 1,098 |
| 2002-03 | 14,836 | 11,586 | 173 | 1,191 | 1,207 |
| 2003-04 | 15,600 | 12,143 | 165 | 1,254 | 1,228 |
| 2004-05 | 15,254 | 11,865 | 161 | 1,213 | 1,195 |
| 2005-06 | 16,037 | 12,566 | 168 | 1,267 | 1,183 |
| 2006-07 | 17,411 | 13,510 | 163 | 1,316 | 1,196 |
| 2007-08 | 20,269 | 15,925 | 153 | 1,270 | 1,230 |
| 2008-09 | 22,057 | 17,167 | 117 | 1,393 | 1,134 |
| 2009-10 | 20,730 | 16,063 | 138 | 1,438 | 1,106 |
| 2010-11 | 24,254 | 19,346 | 131 | 1,513 | 1,088 |
| 2011-12p | 24,926 | 19,765 | 122 | 1,685 | 1,051 |

p = Provisional.

1 Year Ended June.

2 Year Ended May.

3 Year Ended September.

4 Inspected meat production at export meat works and abattoirs – lamb, mutton, beef and veal.

Source: Beef + Lamb New Zealand Economic Service
Livestock Improvement Corporation Ltd

Ministry for Primary Industries
Statistics New Zealand

VALUE OF NEW ZEALAND EXPORTS

Year Ended 30 June (\$ million FOB)

| | 2008 | 2009 | 2010 | 2011 | 2012 | % Change |
|---|-----------------|-----------------|-----------------|-----------------|-----------------|--------------|
| PASTORAL PRODUCTS | | | | | | |
| WOOL | | | | | | |
| Raw Wool | 613.0 | 569.7 | 552.1 | 716.9 | 776.3 | 8.3% |
| MEAT | | | | | | |
| Lamb | 2,171.7 | 2,629.7 | 2,454.5 | 2,436.4 | 2,309.9 | -5.2% |
| Mutton | 360.9 | 385.5 | 348.4 | 473.9 | 329.4 | -30.5% |
| Beef & Veal | 1,657.8 | 2,005.3 | 1,822.4 | 2,035.8 | 2,090.5 | -1.3% |
| Venison | 287.5 | 293.5 | 208.6 | 215.0 | 205.3 | -4.5% |
| Edible Offal | 175.7 | 188.2 | 186.3 | 196.3 | 209.9 | 7.0% |
| Other Meats (poultry,pork) | 125.6 | 165.3 | 184.7 | 204.0 | 240.5 | 17.9% |
| TOTAL MEAT | 4,779.3 | 5,667.5 | 5,204.9 | 5,561.3 | 5,304.5 | -4.6% |
| DAIRY | | | | | | |
| Milk & Powders | 5,788.5 | 5,665.8 | 5,758.0 | 7,575.6 | 7,910.7 | 4.4% |
| Butter | 1,526.3 | 1,693.6 | 1,745.8 | 2,400.9 | 2,294.8 | -4.4% |
| Cheese | 1,441.8 | 1,610.6 | 1,330.7 | 1,354.2 | 1,419.6 | 4.8% |
| Casein | 882.7 | 1,055.5 | 643.4 | 724.4 | 852.6 | 17.7% |
| TOTAL DAIRY | 9,639.3 | 10,025.5 | 9,478.0 | 12,055.0 | 12,477.8 | 3.5% |
| OTHER ANIMAL PRODUCTS | | | | | | |
| Hides & Skins | 240.5 | 203.4 | 162.9 | 253.3 | 343.5 | 35.6% |
| Deer Velvet | 25.4 | 27.8 | 28.2 | 29.1 | 31.7 | 9.1% |
| Tallow | 155.4 | 139.3 | 129.0 | 145.7 | 141.6 | -2.8% |
| Animal Oils & Fats | 21.2 | 20.1 | 22.4 | 22.9 | 45.0 | 96.9% |
| Crude Animal Materials | 261.4 | 350.2 | 287.9 | 336.7 | 407.8 | 21.1% |
| TOTAL OTHER | 703.9 | 740.8 | 630.2 | 787.6 | 969.7 | 23.1% |
| LIVESTOCK | 189.1 | 163.3 | 198.2 | 225.0 | 236.3 | 5.0% |
| TOTAL PASTORAL | 15,924.7 | 17,166.8 | 16,063.4 | 19,345.9 | 19,764.5 | 2.2% |
| HORTICULTURE & ARABLE | | | | | | |
| Fresh Kiwifruit | 870.7 | 1,071.7 | 995.7 | 962.6 | 1,045.7 | 8.6% |
| Fresh Apples | 344.9 | 395.7 | 324.6 | 363.3 | 341.6 | -6.0% |
| Other Fresh Fruit | 159.5 | 140.8 | 165.8 | 159.1 | 197.3 | 24.1% |
| Vegetables | 422.0 | 415.5 | 408.0 | 447.5 | 405.3 | -9.4% |
| Seeds, Plants & Plant Material | 216.6 | 232.7 | 212.8 | 223.7 | 253.5 | 13.3% |
| Cereals | 13.4 | 3.9 | 9.1 | 10.1 | 7.7 | -23.1% |
| TOTAL HORTICULTURE ARABLE 2027.0 | 2,260.3 | 2,116.1 | 2,166.3 | 2,251.2 | 3.9% | |

VALUE OF NEW ZEALAND EXPORTS *(continued)*

| | 2008 | 2009 | 2010 | 2011 | 2012 | % Change |
|-----------------------------------|-----------------|-----------------|-----------------|-----------------|-----------------|--------------|
| PROCESSED AGRICULTURE | | | | | | |
| Tops, Yarns & Sliver | 146.6 | 111.0 | 96.8 | 99.3 | 85.0 | -14.4% |
| Carpets & Rugs | 75.6 | 70.0 | 74.3 | 79.9 | 100.6 | 25.9% |
| Other Final Woollen Products | 40.9 | 36.4 | 27.3 | 29.1 | 26.8 | -7.8% |
| Leather & Dressed Skins | 269.8 | 264.0 | 239.8 | 278.7 | 255.3 | -8.4% |
| Meat Meal & Animal Feeds | 216.8 | 275.5 | 219.7 | 217.1 | 215.3 | -0.8% |
| Processed Fruit & Vegetables | 208.6 | 237.1 | 256.3 | 273.8 | 310.4 | 13.4% |
| Wine | 796.1 | 988.1 | 1,049.3 | 1,098.9 | 1,189.6 | 8.3% |
| Cereal Products | 9.8 | 11.2 | 10.6 | 12.9 | 17.2 | 33.0% |
| TOTAL PROCESSED | 1,764.1 | 1,993.3 | 1,974.0 | 2,089.8 | 2,200.4 | 5.3% |
| OTHER AGRICULTURAL EXPORTS | 553.5 | 636.7 | 576.3 | 652.2 | 710.0 | 8.9% |
| TOTAL AGRICULTURE | 20,269.4 | 22,057.1 | 20,729.8 | 24,254.1 | 24,926.0 | 2.8% |
| FORESTRY | | | | | | |
| Sawn Timber & Logs | 1,389.0 | 1,687.3 | 2,067.4 | 2,545.1 | 2,356.5 | -7.4% |
| Other Wood & Wood Products | 606.2 | 640.0 | 565.4 | 651.9 | 701.6 | 7.6% |
| Pulp & Paper Products | 1,186.8 | 1,179.9 | 1,187.2 | 1,281.9 | 1,180.1 | -7.9% |
| TOTAL FOREST PRODUCTS | 3,182.0 | 3,507.3 | 3,819.9 | 4,478.9 | 4,238.2 | -5.4% |
| FISH | 1,113.5 | 1,287.1 | 1,218.5 | 1,367.1 | 1,348.4 | -1.4% |
| TOTAL PRIMARY EXPORTS | 24,564.9 | 26,851.5 | 25,768.2 | 30,100.1 | 30,512.6 | 1.4% |
| OTHER MERCHANDISE EXPORTS | | | | | | |
| Aluminium | 1,455.2 | 1,097.2 | 1,060.7 | 1,257.2 | 1,140.4 | -9.3% |
| Mineral Fuels | 2,634.5 | 2,150.1 | 2,290.8 | 2,175.0 | 2,380.7 | 9.5% |
| Machinery & Equipment | 2,482.8 | 2,359.7 | 2,164.8 | 2,288.9 | 2,506.7 | 9.5% |
| Other Exports | 7,316.1 | 8,552.8 | 7,711.3 | 8,400.5 | 8,352.6 | -0.6% |
| TOTAL MERCHANDISE | 38,453.5 | 41,011.2 | 38,995.8 | 44,221.7 | 44,892.9 | 1.5% |
| EXPORTS | | | | | | |
| PASTORAL % OF EXPORTS | 41.4% | 41.9% | 41.2% | 43.7% | 44.0% | |
| AGRICULTURE % OF EXPORTS | 52.7% | 53.8% | 53.2% | 54.8% | 55.5% | |
| PRIMARY % OF EXPORTS | 63.9% | 65.5% | 66.1% | 68.1% | 68.0% | |

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

MAP OF NEW ZEALAND



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CONTACTS

BEEF + LAMB NEW ZEALAND BOARD DIRECTORS

| | |
|-----------------------|--|
| MIKE PETERSEN | Chairman and Farmer Director, Eastern North Island 06 858 7230 or 021 243 7344 tepuna@farmside.co.nz |
| JAMES PARSONS | Farmer Director, Northern North Island 09 434 6084 or 021 206 3208 jparsonsnuffield@gmail.com |
| KIRSTEN BRYANT | Farmer Director, Western North Island 06 342 7755 or 027 275 1690 oneida.hills@xtra.co.nz |
| ANDY FOX | Farmer Director, Northern South Island 03 314 3763 or 027 519 9642 foxaj@xtra.co.nz |
| ANNE MUNRO | Farmer Director, Central South Island 03 685 5772 or 027 228 9627 munropa@farmside.co.nz |
| LEON BLACK | Farmer Director, Southern South Island 03 224 6106 or 021 855 106 blackd@es.co.nz |
| CRAIG HICKSON | Processor-Exporter Appointee 06 873 9090 or 027 439 0009 craig@progressivemeats.co.nz |
| MARK CLARKSON | Processor-Exporter Appointee 03 358 2200 or 027 432 8896 mark.clarkson@anzcofoods.com |

BEEF + LAMB NEW ZEALAND ECONOMIC SERVICE

| | |
|----------------------------|--|
| ANDREW BURTT | ROB DAVISON |
| 04 474 0842 | 04 471 6034 |
| andrew.burt@beeflambnz.com | rob.davison@beeflambnz.com |
| LOMA FINCH | ENRIQUE GONZALEZ-MACUER |
| 04 474 0830 | 04 494 9508 |
| loma.finch@beeflambnz.com | enrique.gonzalez-macuer@beeflambnz.com |
| ROB GIBSON | RICHARD LI |
| 04 471 6037 | 04 471 6035 |
| rob.gibson@beeflambnz.com | richard.li@beeflambnz.com |

BEEF + LAMB NEW ZEALAND ECONOMIC SERVICE MANAGERS

| | |
|--------------------------------|--------------------------------|
| IAN JAMIESON | DOT LARSEN |
| Northern North Island | Northern North Island |
| T: 07 839 4261 M: 027 415 6537 | T: 07 839 4260 M: 027 555 9127 |
| ian.jamieson@beeflambnz.com | dot.larsen@beeflambnz.com |
| TIM HEMBROW | STEVEN REDDEN |
| Western North Island | Eastern North Island |
| T: 06 323 0508 M: 027 333 6289 | T: 06 870 3496 M: 027 248 3521 |
| tim.hembrow@beeflambnz.com | steven.redden@beeflambnz.com |
| NANCY LATHAM | JOHN HOLMES |
| Northern South Island | Central South Island |
| T: 03 357 3095 M: 027 555 0123 | T: 03 357 0696 M: 027 431 2583 |
| nancy.latham@beeflambnz.com | john.holmes@beeflambnz.com |
| JENNY MCGIMPSEY | |
| Southern South Island | |
| T: 03 204 0859 M: 027 458 8067 | |
| jenny.mcgimpsey@beeflambnz.com | |

BEEF + LAMB NEW ZEALAND EXTENSION MANAGERS

| | |
|--------------------------------|--------------------------------|
| ANDREW JOLLY | ERICA VAN REENEN |
| Northern North Island | Mid Northern North Island |
| T: 09 438 0672 M: 027 489 7343 | T: 07 839 0286 M: 027 556 8836 |
| andrew.jolly@beeflambnz.com | erica.vanreenen@beeflambnz.com |
| MEL POULTON | MARK HARRIS |
| Western North Island | Eastern North Island |
| T: 06 324 0390 M: 027 431 0225 | T: 06 870 3495 M: 027 577 9991 |
| mel.poulton@beeflambnz.com | mark.harris@beeflambnz.com |
| | AMANDA MURRAY |
| | Eastern North Island |
| | T: 06 370 2389 M: 027 431 7626 |
| | amanda.murray@beeflambnz.com |
| IAN KNOWLES | AARON MEIKLE |
| Northern South Island | Central South Island |
| T: 03 357 0693 M: 027 496 8496 | T: 03 433 1392 M: 027 498 9703 |
| ian.knowles@beeflambnz.com | aaron.meikle@beeflambnz.com |
| PAUL MCCAULEY | GARY WALTON |
| Southern South Island | Uptake Manager |
| T: 03 448 9176 M: 027 522 3499 | T: 03 357 0692 M: 027 496 4700 |
| paul.mccauley@beeflambnz.com | gary.walton@beeflambnz.com |

Beef + Lamb New Zealand Economic Service
PO BOX 121
WELLINGTON 6140
E-MAIL econ@beeflambnz.com
WEBSITE www.beeflambnz.com
PHONE +64 (4) 473 9150

