

FARMS AND HERDS (2017/18)

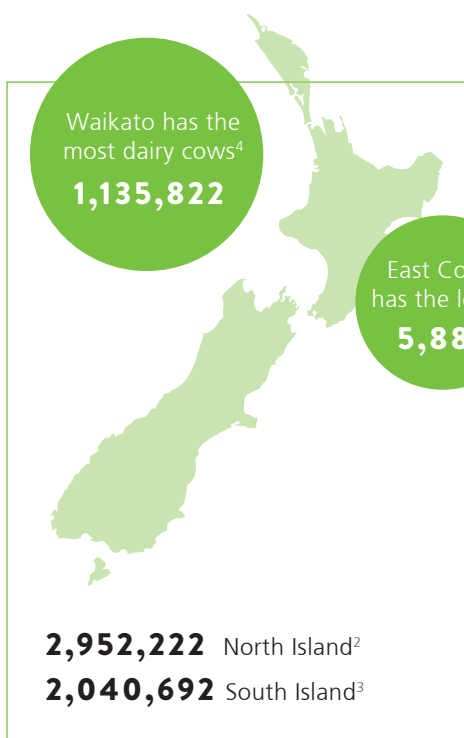


HERDS AND COWS¹

Total number of herds	11,590
Average herd size	431
Number of cows (milking)	4.99M

Percentage of Holstein-Friesian/Jersey crossbreed dairy cows⁸ **48%**

(Holstein-Friesians make up 33%)



Total effective hectares of dairy land⁵

1.75 MILLION

The average dairy farm is **151ha** (average stocking rate: 2.8 cows per ha)⁶

82% of all feed eaten by dairy cows is pasture, including hay and silage⁷

PRODUCTION AND ECONOMICS

\$5.40-5.50 per kgMS



– the current break-even costs for dairy farmers nationwide for 2018/19¹⁰

\$6.00-\$6.30 per kgMS



Fonterra's most recent forecast farmgate milk price for 2018/19¹¹



MILK COMPANIES

11

milk companies operating in NZ⁹

21 BILLION

litres of milk processed by NZ dairy companies¹⁴ 2016/17

EXPORT MARKETS

\$16.7B

expected dairy export revenue for the year ending June 2018¹²

New Zealand produces **3% OF ALL MILK IN THE WORLD**¹³

2016/17

CONTRIBUTION TO NEW ZEALAND'S ECONOMY

TOP 5

markets for New Zealand dairy exports are:¹⁷

CHINA
AUSTRALIA
UNITED STATES
UNITED ARAB EMIRATES
JAPAN

DAIRY FARMING CONTRIBUTED

28%

of the total value that New Zealand earned from its merchandise exports in 2016/17. Dairy accounts for 35% of New Zealand's total primary industry export value¹⁶

3.5%

total gross domestic profit (GDP) contributed by dairy farming and dairy processing in 2016/17¹⁵

GREATEST REGIONAL CONTRIBUTION TO ECONOMY IN 2016¹⁸

