



Figured Sheep and Beef Benchmark

Benchmark Report

Dashboard

01 June 2024 - 30 June 2024 vs 01 June 2023 - 30 June 2023

| | | |
|-------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------|
| <div>Gross Profit/Ha ↗ %</div> <div><div>current</div><div>\$</div><div>prior last year</div><div>\$</div></div> | <div>Operating Expenses/Ha ↘ %</div> <div><div>current</div><div>\$</div><div>prior last year</div><div>\$</div></div> | <div>Operating Surplus/Ha ↗ %</div> <div><div>current</div><div>\$</div><div>prior last year</div><div>(\$)</div></div> |
| <div>Interest and Rent/Gross Pr... ↗ %</div> <div><div>current</div><div>%</div><div>prior last year</div><div>%</div></div> | <div>Operating Expenses/Gross... ↘ %</div> <div><div>current</div><div>%</div><div>prior last year</div><div>%</div></div> | <div>Misery Index ↘ %</div> <div><div>current</div><div>%</div><div>prior last year</div><div>%</div></div> |

Sheep and Beef Benchmark

| | Your Farm 01 Jul 23 - 30 Jun 24 | Benchmark 01 Jun 24 - 30 Jun 24 | Variance | Variance % | Your Farm 01 Jul 22 - 30 Jun 23 | Benchmark 01 Jul 22 - 30 Jun 23 | Variance | Variance % |
|-------------------------------|------------------------------------|------------------------------------|---------------|-------------------|------------------------------------|------------------------------------|----------------|-------------------|
| Farm Information | | | | | | | | |
| Total Effective Area | 1,250 | 750 | 500 | 40% | 1,250 | 480 | 770 | 62% |
| Sheep Stock Units | 5,200 | 3,500 | 1,700 | 33% | 6,000 | 1,890 | 4,110 | 69% |
| Beef Stock Units | 1,500 | 1,750 | (250) | -17% | 1,800 | 1,000 | 800 | 44% |
| Stock units per ha | 5.4 | 9.1 | (3.7) | -69.8% | 6.2 | 20.0 | (13.8) | -220.5% |
| Per Ha | | | | | | | | |
| Sheep Income/Ha | \$267 | \$525 | (\$258) | -97% | \$425 | \$550 | (\$125) | -29% |
| Beef Income/Ha | \$181 | \$237 | (\$56) | -31% | \$180 | \$260 | (\$80) | -44% |
| Wool Income/Ha | \$9 | \$14 | (\$5) | -54% | \$11 | \$10 | \$1 | 9% |
| Other Livestock Income/Ha | \$3 | \$6 | (\$3) | -91% | \$2 | \$30 | (\$28) | < -999% |
| Total Livestock Income/Ha | \$460 | \$782 | (\$322) | -70% | \$618 | \$850 | (\$232) | -38% |
| Other Income/Ha | \$470 | \$158 | \$312 | 66% | \$150 | \$410 | (\$260) | -173% |
| Gross Profit/Ha | \$930 | \$940 | (\$10) | -3.6% | \$768 | \$1,260 | (\$492) | -210.9% |
| Animal Health/Ha | \$40 | \$14 | \$26 | 65% | \$40 | \$40 | - | 0% |
| Breeding/Ha | \$4 | \$28 | (\$24) | -609% | \$3 | \$30 | (\$27) | -900% |
| Calf Rearing/Ha | \$2 | \$0 | \$2 | 78% | \$1 | \$10 | (\$9) | -900% |
| Other Animal/Ha | \$1 | \$1 | \$1 | 50% | \$1 | - | \$1 | 100% |
| Animal Expenses/Ha | \$50 | \$43 | \$7 | 13% | \$40 | \$40 | - | 0% |
| Cropping (Feed)/Ha | \$1 | \$4 | (\$3) | -297% | \$1 | \$10 | (\$9) | -900% |
| Grazing/Ha | \$2 | \$33 | (\$31) | < -999% | \$1 | \$40 | (\$39) | < -999% |
| Supplements & Concentrates/Ha | \$2 | \$14 | (\$12) | -605% | \$3 | \$80 | (\$77) | < -999% |
| Other Feed/Ha | \$1 | \$1 | (\$0) | -33% | \$1 | \$10 | (\$9) | -900% |
| Feed Expenses/Ha | \$2 | \$53 | (\$51) | < -999% | \$4 | \$140 | (\$136) | < -999% |
| Cropping/Ha | - | - | - | 0% | \$2 | \$20 | (\$18) | -900% |
| Fertiliser/Ha | \$69 | \$85 | (\$16) | -22% | \$73 | \$140 | (\$67) | -92% |
| Irrigation/Ha | - | \$1 | (\$1) | 0% | \$1 | - | \$1 | 100% |
| Pasture Renewal/Ha | \$12 | \$15 | (\$3) | -25% | \$65 | \$30 | \$35 | 54% |
| Weed & Pest/Ha | \$5 | \$11 | (\$6) | -125% | \$6 | \$20 | (\$15) | -264% |
| Pasture Expenses/Ha | \$87 | \$125 | (\$38) | -44.0% | \$144 | \$210 | (\$67) | -46.3% |
| Effluent/Ha | - | - | - | 0% | - | - | - | 0% |
| Electricity/Ha | \$12 | \$9 | \$3 | 25% | \$9 | \$20 | (\$11) | -122% |
| Farm Working/Ha | \$38 | \$38 | - | 0% | \$11 | \$30 | (\$19) | -163% |

| | Your Farm 01 Jul 23 - 30 Jun 24 | Benchmark 01 Jun 24 - 30 Jun 24 | Variance | Variance % | Your Farm 01 Jul 22 - 30 Jun 23 | Benchmark 01 Jul 22 - 30 Jun 23 | Variance | Variance % |
|---------------------------------|------------------------------------|------------------------------------|----------------|--------------|------------------------------------|------------------------------------|----------------|----------------|
| Forestry/Ha | \$4 | \$1 | \$3 | 87% | \$1 | - | \$1 | 100% |
| Freight/Ha | \$8 | \$16 | (\$8) | -99% | \$5 | \$20 | (\$15) | -270% |
| Horse Expenses/Ha | - | \$2 | (\$2) | 0% | \$6 | \$6 | - | 0% |
| Other Operations/Ha | \$1 | \$2 | (\$1) | -72% | \$2 | - | \$2 | 100% |
| Repairs & Maintenance/Ha | \$128 | \$75 | \$53 | 41% | \$171 | \$171 | - | 0% |
| Shearing Expenses/Ha | \$68 | \$68 | - | 0% | \$69 | \$40 | \$29 | 42% |
| Shed Expenses/Ha | - | \$1 | (\$1) | 0% | - | - | - | 0% |
| Staff Costs/Ha | \$198 | \$156 | \$43 | 22% | \$216 | \$220 | (\$4) | -2% |
| Vehicle Expenses/Ha | \$50 | \$50 | - | 0% | \$39 | \$80 | (\$41) | -103% |
| Operations Expenses/Ha | \$508 | \$387 | \$121 | 23.7% | \$531 | \$580 | (\$49) | -9.2% |
| Administration/Ha | \$48 | \$32 | \$16 | 34% | \$36 | \$36 | - | 0% |
| Advisory/Ha | \$0 | \$0 | - | 0% | \$2 | \$10 | (\$8) | -400% |
| Health & Safety/Ha | \$2 | \$1 | \$1 | 60% | \$3 | - | \$3 | 100% |
| Insurance/Ha | \$18 | \$18 | - | 0% | \$14 | \$30 | (\$16) | -113% |
| Levies/Ha | \$3 | \$3 | (\$0) | -16% | \$1 | \$10 | (\$9) | -900% |
| Other Overheads/Ha | - | \$1 | (\$1) | 0% | \$1 | - | \$1 | 100% |
| Rates/Ha | \$22 | \$30 | (\$8) | -37% | \$17 | \$40 | (\$23) | -133% |
| Overhead Expenses/Ha | \$93 | \$90 | \$3 | 3.1% | \$70 | \$120 | (\$50) | -70.9% |
| Other/Ha | - | \$5 | (\$5) | 0% | - | \$10 | (\$10) | 0% |
| Other Expenses/Ha | - | - | - | 0.00% | \$3 | \$20 | (\$17) | -566.7% |
| Operating Expenses/Ha | \$740 | \$704 | \$36 | 0% | \$789 | \$1,100 | (\$311) | 0% |
| Operating Profit/Ha | \$191 | \$236 | (\$46) | -3.6% | (\$21) | \$160 | (\$181) | -210.9% |
| Depreciation/Ha | \$59 | \$59 | - | 0% | \$54 | \$54 | - | 0% |
| Rent/Ha | - | - | - | 0% | - | - | - | 0% |
| Lease/Ha | - | \$0 | (\$0) | 0% | - | \$10 | (\$10) | 0% |
| Interest/Ha | \$228 | \$138 | \$90 | 40% | \$162 | \$180 | (\$18) | -11% |
| Net Profit before Tax/Ha | (\$96) | \$40 | (\$136) | 0.00% | (\$237) | (\$84) | (\$153) | 0.00% |

| | Your Farm 01 Jul 23 - 30 Jun 24 | Benchmark 01 Jun 24 - 30 Jun 24 | Variance | Variance % | Your Farm 01 Jul 22 - 30 Jun 23 | Benchmark 01 Jul 22 - 30 Jun 23 | Variance | Variance % |
|-------------------------------|------------------------------------|------------------------------------|--------------|--------------|------------------------------------|------------------------------------|---------------|-------------------|
| Per SU | | | | | | | | |
| Sheep Income/SU | \$50 | \$73 | (\$23) | -46% | \$69 | \$90 | (\$21) | -31% |
| Beef Income/SU | \$34 | \$33 | \$1 | 3% | \$29 | \$44 | (\$14) | -49% |
| Wool Income/SU | \$2 | \$2 | \$0 | 4% | \$2 | \$2 | \$1 | 25% |
| Other Livestock Income/SU | \$1 | \$1 | \$0 | 20% | \$1 | \$5 | (\$4) | -360% |
| Total Livestock Income/SU | \$84 | \$109 | (\$25) | -30% | \$98 | \$140 | (\$42) | -43% |
| Other Income/SU | \$88 | \$22 | \$66 | 75% | \$25 | \$67 | (\$43) | -173% |
| Gross Profit/SU | \$175 | \$131 | \$44 | 55% | \$126 | \$207 | (\$81) | -589% |
| Animal Health/SU | \$8 | \$2 | \$6 | 76% | \$6 | \$1 | \$5 | 87% |
| Breeding/SU | \$1 | \$4 | (\$3) | -692% | \$0 | \$5 | (\$4) | < -999% |
| Calf Rearing/SU | \$2 | \$0 | \$2 | 97% | \$2 | \$2 | \$0 | 20% |
| Other Animal/SU | \$3 | \$0 | \$3 | 98% | \$3 | \$0 | \$3 | 97% |
| Animal Expenses/SU | \$14 | \$6 | \$8 | -421% | \$11 | \$7 | \$4 | -847% |
| Cropping (Feed)/SU | \$2 | \$1 | \$1 | 72% | \$1 | \$1 | \$0 | 10% |
| Grazing/SU | - | \$5 | (\$5) | 0% | \$0 | \$7 | (\$7) | < -999% |
| Supplements & Concentrates/SU | \$1 | \$2 | (\$1) | -228% | \$1 | \$14 | (\$13) | < -999% |
| Other Feed/SU | \$1 | \$0 | \$1 | 81% | \$2 | \$2 | (\$0) | -15% |
| Feed Expenses/SU | \$4 | \$7 | (\$4) | 0% | \$4 | \$24 | (\$20) | < -999% |
| Cropping/SU | \$4 | \$2 | \$2 | 57% | \$4 | \$4 | \$1 | 13% |
| Fertiliser/SU | \$13 | \$12 | \$1 | 9% | \$12 | \$23 | (\$11) | -90% |
| Irrigation/SU | \$2 | \$0 | \$2 | 92% | \$1 | \$0 | \$1 | 70% |
| Pasture Renewal/SU | \$2 | \$2 | \$0 | 7% | \$11 | \$4 | \$6 | 60% |
| Weed & Pest/SU | \$1 | \$2 | (\$1) | -71% | \$1 | \$4 | (\$3) | -300% |
| Pasture Expenses/SU | \$22 | \$17 | \$5 | 94% | \$28 | \$34 | (\$6) | -247% |
| Effluent/SU | \$1 | \$0 | \$1 | 99% | \$2 | - | \$2 | 100% |
| Electricity/SU | \$2 | \$1 | \$1 | 45% | \$2 | \$3 | (\$1) | -80% |
| Farm Working/SU | \$7 | \$3 | \$4 | 61% | \$2 | \$4 | (\$3) | -132% |
| Forestry/SU | \$1 | \$0 | \$1 | 90% | \$0 | \$1 | (\$1) | -600% |
| Freight/SU | \$2 | \$2 | (\$1) | -45% | \$1 | \$3 | (\$2) | -211% |
| Horse Expenses/SU | - | \$0 | (\$0) | 0% | \$1 | \$0 | \$1 | 80% |
| Other Operations/SU | \$0 | \$0 | (\$0) | -10% | \$0 | \$0 | \$0 | 33% |
| Repairs & Maintenance/SU | \$24 | \$11 | \$14 | 56% | \$28 | \$25 | \$3 | 11% |
| Shearing Expenses/SU | \$13 | \$6 | \$7 | 51% | \$11 | \$7 | \$5 | 41% |
| Shed Expenses/SU | - | \$0 | (\$0) | 0% | - | \$1 | (\$1) | 0% |
| Staff Costs/SU | \$37 | \$22 | \$16 | 42% | \$35 | \$36 | (\$1) | -3% |

| | Your Farm 01 Jul 23 - 30 Jun 24 | Benchmark 01 Jun 24 - 30 Jun 24 | Variance | Variance % | Your Farm 01 Jul 22 - 30 Jun 23 | Benchmark 01 Jul 22 - 30 Jun 23 | Variance | Variance % |
|------------------------------------|------------------------------------|------------------------------------|---------------|-------------|------------------------------------|------------------------------------|---------------|-------------------|
| Vehicle Expenses/SU | \$9 | \$9 | - | 0% | \$6 | \$13 | (\$7) | -108% |
| Operations Expenses/SU | \$97 | \$55 | \$42 | 0% | \$89 | \$93 | (\$4) | 0% |
| Administration/SU | \$9 | \$4 | \$5 | 51% | \$6 | \$7 | (\$1) | -21% |
| Advisory/SU | \$2 | \$0 | \$2 | 85% | \$1 | \$1 | (\$0) | -20% |
| Health & Safety/SU | \$0 | \$0 | \$0 | 75% | \$1 | \$0 | \$0 | 50% |
| Insurance/SU | \$4 | \$4 | - | 0% | \$2 | \$5 | (\$3) | -109% |
| Levies/SU | \$2 | \$0 | \$2 | 76% | \$1 | \$1 | \$0 | 20% |
| Other Overheads/SU | \$4 | \$0 | \$4 | 95% | \$2 | \$0 | \$2 | 95% |
| Overhead Expenses Total/SU | \$18 | \$18 | - | 0% | \$11 | \$20 | (\$9) | -75% |
| Rates/SU | \$4 | \$4 | (\$0) | -1% | \$3 | \$6 | (\$3) | -111% |
| Overhead Expenses/SU | \$25 | \$13 | \$12 | 380% | \$16 | \$20 | (\$5) | -95% |
| Other/SU | - | - | - | 0% | - | \$2 | (\$2) | 0% |
| Other Expenses/SU | - | - | - | 0% | - | \$2 | (\$2) | 0% |
| Total Operating Expenses/SU | \$161 | \$99 | \$62 | 53% | \$148 | \$179 | (\$32) | < -999% |
| Operating Surplus/SU | \$14 | \$32 | (\$18) | 2% | (\$22) | \$28 | (\$50) | > 999% |
| Depreciation/SU | \$11 | \$11 | - | 0% | \$9 | \$9 | - | 0% |
| Rent/SU | - | - | - | 0% | - | - | - | 0% |
| Lease/SU | - | - | - | 0% | - | \$1 | (\$1) | 0% |
| Interest/SU | \$43 | \$19 | \$24 | 55% | \$26 | \$30 | (\$4) | -14% |
| Net Profit before Tax/SU | (\$40) | \$2 | (\$42) | -53% | (\$57) | (\$12) | (\$45) | 0% |
| Other | | | | | | | | |
| Operating Expenses/Gross Profit | 80% | 77% | 3% | 4% | 105% | 0% | 105% | 100% |
| Interest and Rent/Gross Profit | 25% | 15% | 10% | 40% | 20% | 0% | 20% | 100% |
| Misery Index | 105% | 92% | 13% | 13% | 125% | 0% | 125% | 100% |
| Debt / ha | \$2,500 | \$2,500 | - | 0% | \$2,000 | \$2,540 | (\$540) | -27% |
| Debt / SU | \$450 | \$190 | \$260 | 58% | \$350 | \$420 | (\$70) | -20% |
| Interest Cover Ratio | 1.4 | 1.5 | (0.1) | -10.5% | 1.1 | 0.0 | 1.1 | 100.0% |



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