



47TH EDITION

PUBLICATION NO. P23002



KEY

FOB = Free on Board
p = Provisional
kgMS = Kilograms of Milk Solids
CWE = Carcase Weight Equivalent

SW = Shipped Weight
e = Estimate
N = Nitrogen
CO₂-e = CO₂ Equivalent

ha = Hectares
SU = Stock Unit
P = Phosphorus

\$ = New Zealand Dollars
NA = Not Available
K = Potassium

ACKNOWLEDGEMENTS

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

New Zealand Meat Board, Poultry Industry Association of New Zealand, Deer Industry New Zealand, Livestock Improvement Corporation Ltd, Ministry for Primary Industries, National Institute of Water and Atmospheric Research (NIWA), New Zealand Pork, Statistics New Zealand, New Zealand Wool Services International Ltd.

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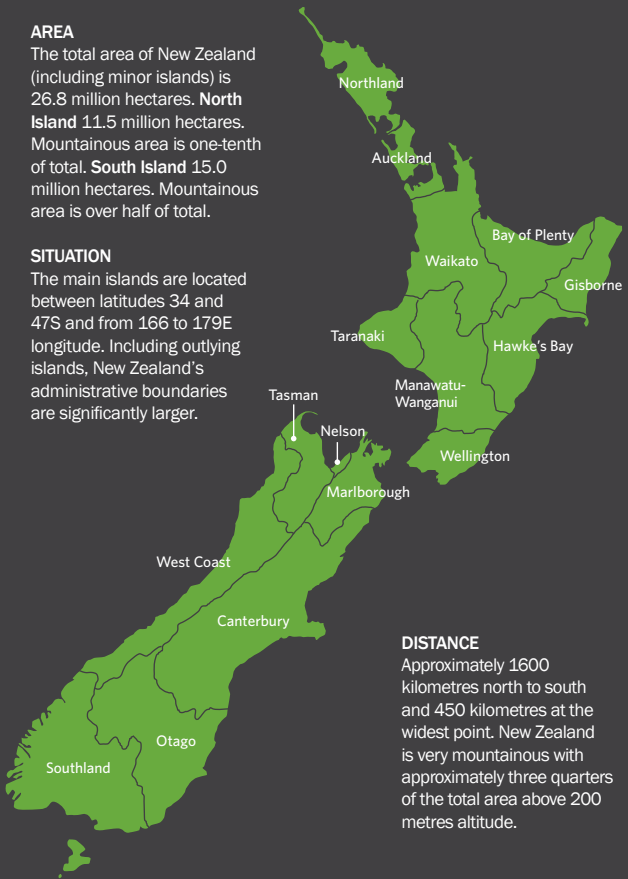
Geography

AREA

The total area of New Zealand (including minor islands) is 26.8 million hectares. **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.

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 three quarters of the total area above 200 metres altitude.

Climate 2022

2022: New Zealand's warmest year on record

Temperatures Annual temperatures were above average (+0.51 °C to +1.20 °C above the annual average) or well above average (>1.20 °C above the annual average) for much of Aotearoa New Zealand. Near normal (within -0.50 °C to +0.50 °C of average) temperatures occurred in pockets around the eastern South Island, and also parts of Marlborough and Nelson. 2022 was Aotearoa New Zealand's warmest year on record, based on NIWA's seven station series which began in 1909.

Rainfall Rainfall was above normal (120-149% of annual normal) or well above normal (>150% of annual normal) for parts of Northland, Tauranga, Gisborne, the Central Plateau, southern Taranaki, parts of Manawatū-Whanganui, much of Wellington, Nelson, northern Marlborough, parts of Tasman, the West Coast near Westport, and pockets of Canterbury. Rainfall was below normal (50-79% of annual normal) for pockets of Southland and Dunedin. The majority of the country experienced near normal rainfall (80-119% of annual normal). 2022 was the New Zealand's 8th most unusually wet year on record, based on an analysis of NIWA's Virtual Climate Station Network dating back to 1960.

Sunshine The wider Taranaki region experienced New Zealand's highest annual sunshine total during 2022 (2659 hours recorded at New Plymouth).

Soil moisture Below normal soil moisture levels occurred during January, leading to widespread abnormally dry conditions and areas of meteorological drought. Soils became wetter than normal during February across most of the country except Southland. Below normal soil moisture then redeveloped in Waikato and across large parts of the South Island during autumn. Above normal soil moisture levels developed for the vast majority of the country during winter. Soil moisture remained relatively high for the North Island during spring and into summer, but trended below normal in the South Island. At the end of December, soil moisture levels were higher than normal in eastern Northland, Auckland, Bay of Plenty, parts of Hawke's Bay, southern Taranaki, parts of Manawatū-Whanganui, southern Wellington, and pockets of Canterbury; drier than normal soils occurred in the western and southern South Island, Nelson, much of Marlborough, Banks Peninsula, and were near normal elsewhere.

Annual rainfall by district (mm)*

NORTH ISLAND		SOUTH ISLAND	
Kaitiaia	1,351	Nelson	960
Whangarei	1,304	Blenheim	711
Auckland	1,212	Westport	2,121
Tauranga	1,181	Kaikoura	710
Hamilton	1,108	Hokitika	2,901
Rotorua	1,342	Christchurch	618
Gisborne	996	Mt Cook	4,485
Taupo	960	Lake Tekapo	592
New Plymouth	1,386	Timaru	548
Napier	785	Milford Sound	6,715
Wanganui	918	Queenstown	749
Palmerston North	917	Alexandra	359
Masterton	928	Manapouri	1,129
Wellington	1,207	Dunedin	738
		Invercargill	1,149
		Chatham Islands	911

* 30-year average, 1981 - 2010

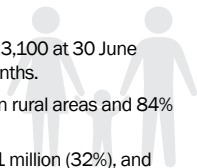
Source: NIWA

Population

New Zealand's total population is estimated at 5,223,100 at 30 June 2023, an increase of 2.1% over the previous 12 months.

In 2022, an estimated 16% of the population lived in rural areas and 84% lived in urban areas.

From 1996 to 2022, the urban population grew by 1 million (32%), and the rural population grew by 213,600 (34%).



MAJOR AND LARGE URBAN AREAS		MEDIUM AND SMALL URBAN AREAS	
Whangarei	54,900	Pukekohe	27,000
Auckland	1,440,300	Tokoroa	14,500
Hamilton	179,900	Taupo	26,100
Tauranga	158,300	Whakatane	16,700
Rotorua	57,900	Hawera	10,400
Gisborne	37,700	Feilding	17,800
Napier	66,800	Levin	19,050
Hastings	50,400	Paraparaumu	30,400
New Plymouth	58,500	Masterton	22,400
Whanganui	42,600	Blenheim	29,000
Palmerston North	81,200	Greymouth	8,320
Wellington	212,000	Ashburton	20,600
Nelson	50,800	Timaru	28,600
Christchurch	377,900	Oamaru	13,900
Dunedin	102,400	Gore	8,220
Invercargill	49,800		

As at 30 June 2022. Source: Statistics New Zealand



Area of farming land 2022

13.2 million hectares, of which:

7.1	in grassland	1.8	in plantations
2.1	in tussock or danthonia	2.2	in other land or holdings

Farm holdings 2022

In 2022, there were approximately 47,000 farm holdings, irrespective of size or location, with an average area of 279 hectares.

Approximately 93% of commercial sheep and beef farms are owner-operated.

Source: Beef + Lamb New Zealand Economic Service, Sheep & Beef Farm Survey, Statistics New Zealand, 2021 Agricultural Production Survey

Biodiversity

Sheep and beef farms contain 25% of the total native vegetation in New Zealand, comprising 2.8 million ha. Half of the native vegetation that occurs on sheep and beef farms (1.4 million ha) is woody. This represents 17% of the total native woody vegetation in New Zealand. The native woody vegetation on sheep and beef farms is particularly important because it typically occurs in those parts of New Zealand with the least remaining native woody vegetation (and the least public conservation land), especially at lower altitudes and in drier regions.

Source: Desk-top assessment of native vegetation on New Zealand sheep and beef farms, University of Canterbury 2018

Greenhouse gas emissions 1990 to 2020

	TOTAL ¹		
	1990	2020	CHANGE
Beef Cattle	5,950	5,981	+1%
Sheep	14,558	8,271	-43%
Total	20,508	14,252	-31%

1 kilotonnes CO₂-e: Carbon dioxide equivalent calculated using GWP100 (AR6)

Source: Beef + Lamb New Zealand Economic Service, Ministry for the Environment

In 2020, total sheep and beef cattle emissions were 31% below 1990 levels.

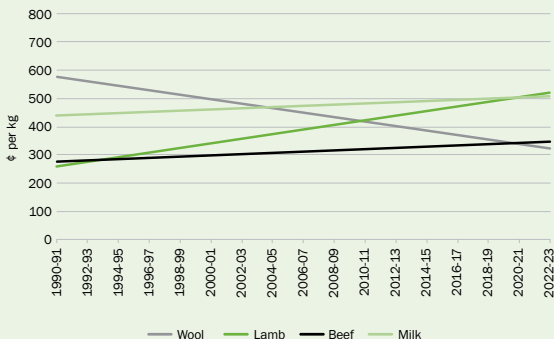
Farms by farm type

	NUMBER OF FARMS ¹		AGRICULTURAL AREA	
	No.	%	ha (000)	%
Sheep & Beef Farming	22,005	47%	8,266	63%
Dairying	9,849	21%	2,266	17%
Cropping	2,631	6%	302	2%
Deer Farming	597	1%	168	1%
Pig Farming	93	0%	7	0%
Poultry	126	0%	5	0%
Forestry	3,459	7%	1,894	14%
Other	8,487	18%	280	2%
TOTAL ALL FARM TYPES	47,247	100%	13,188	100%

1 Includes non-commercial smallholding farms.

Source: Statistics New Zealand, 2022 Agricultural Production Census

Farm-gate price trend inflation-adjusted (in 2004-05 terms)



Source: Beef + Lamb New Zealand Economic Service

LIVESTOCK OVERVIEW



Livestock numbers at 30 June (million)

	2012		2022		% CHANGE	
	No.	SU	No.	SU	No.	SU
Sheep	31.3	28.0	25.3	22.4	-19%	-20%
Beef Cattle	3.7	18.1	3.9	18.8	+5%	+4%
Dairy Cattle	6.4	41.1	6.1	39.0	-5%	-5%
Deer	1.1	1.9	0.8	1.4	-27%	-26%
TOTAL STOCK UNITS¹	-	89.1	-	81.6	-	-8%

1 Includes goats.

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

Total Stock Units at 30 June 2022 decreased an estimated 11% compared with 2012. The reduction is largely due to the decline in the number of sheep. While the Stock Unit is a broad measure of pasture demand, it could be argued that livestock in 2022 were better fed and more productive than in 2012.

Livestock productivity

	Unit	1990-91	2021-22	change
Lambing Performance	lambs/100 ewes	102	127	+24%
Lamb Weight	kg/head	13.9	19.0	+37%
Lamb Production	kg/ewe	9.8	20.9	+114%
Wool Production	kg/head	5.3	5.0	-6%
Steer Weight	kg/head	297	309	+4%
Milk Production	kgMS/cow	259 ¹	386	+49%

1 Figure is from 1992-93.

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

Livestock by production region at 30 June 2022 (000 head)

	TOTAL SHEEP	TOTAL BEEF	TOTAL DAIRY	TOTAL DEER
Northland/Waikato/BoP	2,864	1,311	2,437	102
East Coast	6,454	920	260	67
Taranaki/Manawatu	3,009	449	818	42
NORTH ISLAND	12,327	2,680	3,515	212
Canterbury/Westland	5,721	712	1,580	293
Otago	3,934	252	245	103
Southland	3,167	198	576	169
SOUTH ISLAND	12,822	1,162	2,401	565
NEW ZEALAND	25,150	3,842	5,917	776

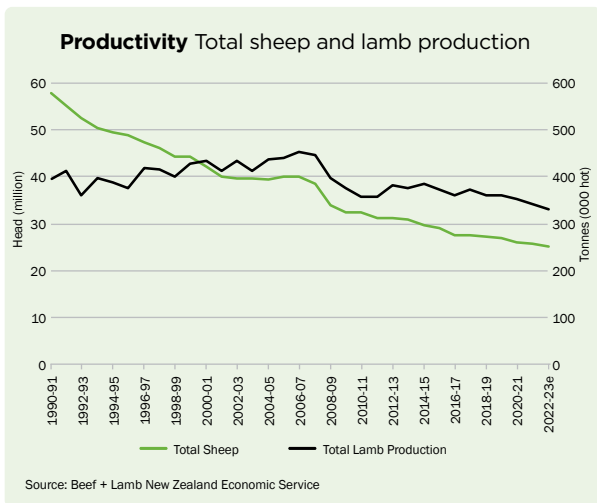
Totals may not add due to rounding.

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

Livestock by production region at 30 June 2022 (%)

	TOTAL SHEEP	TOTAL BEEF	TOTAL DAIRY	TOTAL DEER
Northland/Waikato/BoP	11%	34%	41%	13%
East Coast	26%	24%	4%	9%
Taranaki/Manawatu	12%	12%	14%	5%
NORTH ISLAND	49%	70%	59%	27%
Canterbury/Westland	23%	19%	27%	38%
Otago	16%	7%	4%	13%
Southland	13%	5%	10%	22%
SOUTH ISLAND	51%	30%	41%	73%
NEW ZEALAND	100%	100%	100%	100%

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



Since 1991-92, the total number of sheep decreased from 55.2 million to 25.7 million in 2021-22 (-56%) while lamb production only decreased from 411,000 tonnes to 341,000 tonnes in 2021-22 (-13%).

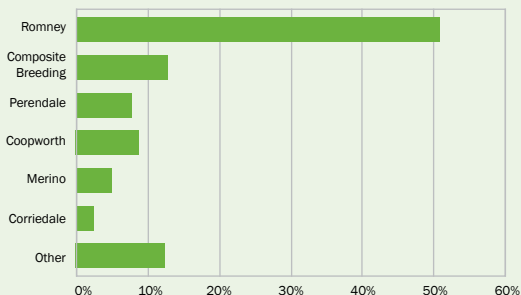
SHEEP



Sheep at 30 June 2022

- 15.5 million breeding ewes
- 9.9 million ewe hoggets, dry ewes, wethers and rams
- 25.3 million sheep
- 19.0 % on 2012
- 1.6 % on 2021

Sheep breeds 2021-22



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

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 in Canterbury, Marlborough and parts of Otago. Merino sheep are predominantly farmed in the South Island high country.

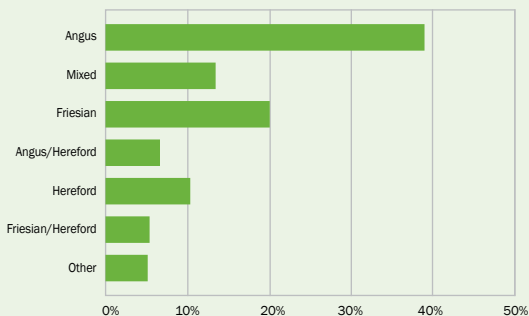
BEEF CATTLE



Beef cattle at 30 June 2022

Beef cattle numbers were provisionally 3.9 million at 30 June 2022 of which 1.1 million were beef breeding cows and heifers. 70% of total beef cattle were in the North Island. 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, calves and raising young bulls to produce bull beef.

Beef cattle breeds 2021-22



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

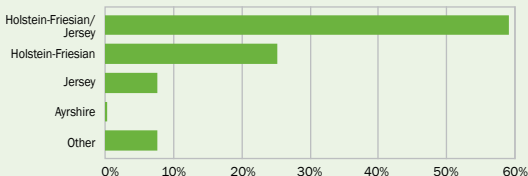
DAIRY CATTLE



Dairy cattle at 30 June 2022

Dairy cattle, including cows, replacement heifers and breeding bulls, totalled 6.1 million at 30 June 2022.

Dairy cow breeds 2021-22



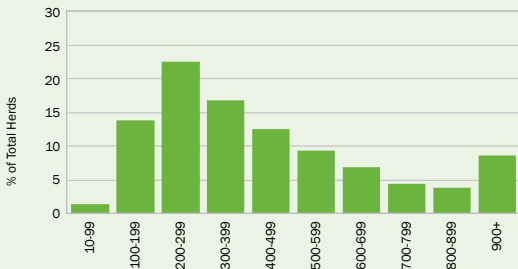
Source: Livestock Improvement Corporation Ltd, DairyNZ

58% of dairy cattle were in the North Island. The total herd of dairy cows and heifers in calf at 30 June 2022 was 4.7 million.

Herd size

Average herd size in	2011-12	393 cows
	2021-22	449 cows (+14%)

Dairy herd size distribution 2021-22



Source: Livestock Improvement Corporation Ltd

DEER



Farmed deer numbers at 30 June 2022

Breeding hinds	334,000	Other deer	172,000
Weaners	288,000	Total deer	794,000

For the year ended September 2022, total deer industry exports were \$323 million FOB. Venison exports were worth \$176 million FOB, velvet export earnings totalled \$99.8 million FOB while co-products and other totalled \$38.9 million FOB. Deer hides and leather receipts were \$8.3 million FOB.

Venison exports totalled 13,533 tonnes at an average of \$12,987 per tonne. 30% went to the USA, 37% to the European Union and 18% to China. In 2021/22, China remained the largest export destination for New Zealand velvet accounting for 73% of export receipts, although South Korea remains the largest market for the consumption of New Zealand velvet.

Source: Deer Industry New Zealand

GOATS



A total of 88,428 farmed goats were recorded in 2022 by Statistics New Zealand. For the year ended September 2022, 104,500 export graded goats were processed to produce 1,300 tonnes at an average carcase weight of 12.1 kg.

Goat exports totalled \$14.2 million FOB (excludes goat dairy products). This comprised \$13.6 million FOB of goat meat, \$0.5 million FOB of goat fibre and \$0.00 million FOB of skins.

Source: Statistics New Zealand

PIGS



Pig production in the year ended September 2022 was 632,781 pigs, an increase of 0.1% compared to the year ended September 2021 (632,153 pigs).

Of all pigs processed, 67% were in the South Island and 33% were in the North Island.

Total New Zealand production of pigmeat was 45,256 tonnes, mostly consumed in the local market. Total supply of pig meat in 2021-22 was 117,210 tonnes (CWE) of which 73,113 tonnes (CWE) were imported.

Source: New Zealand Pork

MEAT



The total number of livestock processed for the year ended 30 September 2022 at export plants and abattoirs was:

17.9 million lambs	2.7 million cattle	0.6 million pigs
3.7 million sheep	1.9 million calves	0.3 million deer
		0.1 million goats

Total meat production on a carcase weight equivalent basis for the same period was:

	000 TONNES	% AVAILABLE FOR EXPORT ¹
Lamb	341.0	99%
Mutton	94.0	99%
Beef & Veal	724.0	98%
Pig meat	44.9	NA
Goat meat	2.0	70%
Venison	18.5	95%
Total	1,224.4	95%

1 Some was consumed in New Zealand.

Source: Beef + Lamb New Zealand Economic Service, Statistics New Zealand, Deer Industry New Zealand and New Zealand Pork

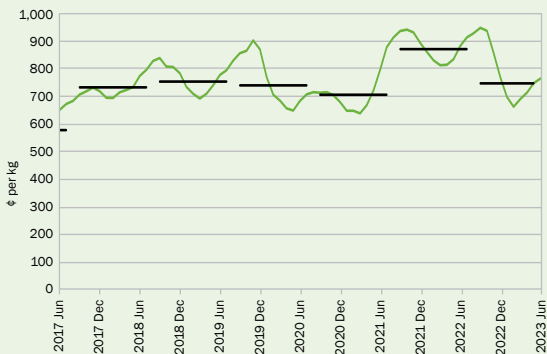
Farm-gate all classes weighted price \$ per head

Year ended 30 September	LAMB ¹	MUTTON ¹	BEEF
2012	114	95	1,016
2013	85	61	933
2014	100	76	909
2015	94	67	1,144
2016	93	57	1,181
2017	106	74	1,252
2018	134	108	1,244
2019	142	123	1,223
2020	139	124	1,222
2021	133	127	1,207
2022	165	146	1,421
2023e	144	100	1,386

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

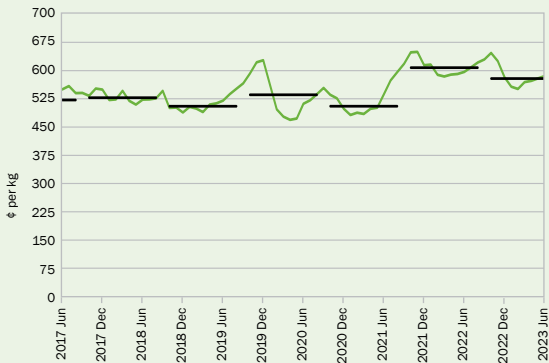
Source: Beef + Lamb New Zealand Economic Service

All classes lamb month and annual average



Source: Beef + Lamb New Zealand Economic Service

M class bull month and annual average



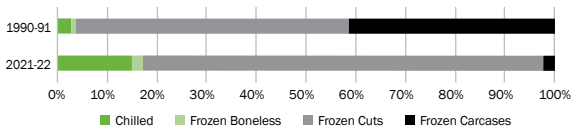
Source: Beef + Lamb New Zealand Economic Service

Average export carcass weights kg per head

Year ended 30 September	2022	2023	% change
LAMB			
North Island	19.27	19.37	+0.5%
South Island	18.83	18.74	-0.5%
NEW ZEALAND	19.05	19.03	-0.1%
MUTTON			
North Island	25.38	26.19	+3.2%
South Island	25.81	26.31	+1.9%
NEW ZEALAND	25.60	26.25	+2.5%
STEER AND HEIFER			
North Island	279.14	289.10	+3.6%
South Island	285.38	285.52	+0.0%
NEW ZEALAND	281.02	288.06	+2.5%
COW			
North Island	199.75	201.01	+0.6%
South Island	206.77	202.58	-2.0%
NEW ZEALAND	202.44	201.63	-0.4%
BULL			
North Island	301.40	308.55	+2.4%
South Island	297.28	299.67	+0.8%
NEW ZEALAND	300.34	306.38	+2.0%

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

Export Lamb Product Mix



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

Meat exports Year ended 30 August 2023

	TOTAL TONNES SW	\$ 000 FOB	\$ PER TONNE SW
Carcases	4,214	39,528	9,380
Cuts	242,643	2,565,375	10,573
Boneless	41,663	604,984	14,521
LAMB	288,520	3,209,888	11,125
Carcases	30,532	181,695	5,951
Cuts	46,782	293,774	6,280
Boneless	3,908	45,225	11,572
MUTTON	81,222	520,695	6,411
Carcases	1,528	8,914	5,836
Cuts	71,890	402,288	5,596
Boneless	396,900	3,817,912	9,619
BEEF	470,317	4,229,114	8,992
Carcases	1,328	5,320	4,005
Cuts	13,326	62,953	4,724
Boneless	11,940	101,422	8,494
BOBBY	26,595	169,695	6,381
GOAT	500	4,604	9,204
OFFALS	54,914	336,762	6,133
TOTAL	922,067	8,470,758	9,187

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

Meat exports by region Year ended 30 August 2023

% of total tonnes SW

	LAMB	MUTTON	BEEF & VEAL	OTHER ¹
Africa	0%	0%	0%	9%
EU27 + GB	27%	3%	1%	11%
Middle East	4%	0%	2%	14%
North America	11%	4%	37%	10%
North Asia	53%	91%	54%	36%
Pacific	1%	0%	2%	4%
South Asia	2%	2%	4%	15%
Other	1%	0%	0%	1%
Total	100%	100%	100%	100%

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

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

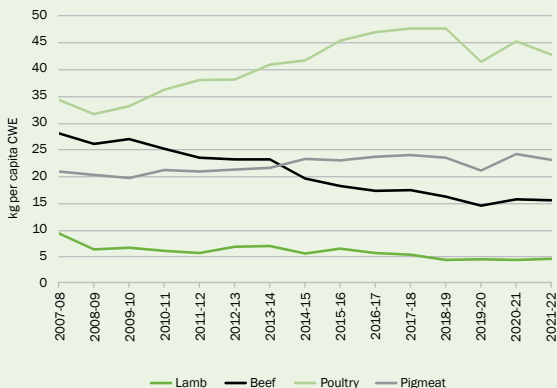
Inflation-adjusted meat export values and farm-gate prices (2021-22 terms) - year ending September

	LAMB			BEEF		
	1990-91	2021-22	CHANGE	1990-91	2021-22	CHANGE
Export value (\$b FOB)	2.61	4.00	+53%	2.98	5.46	+83%
Farm-gate price (\$/hd)	45	165	+263%	1,104	1,421	+29%
Farm-gate price (c/kg)	316	864	+174%	448	555	+24%
Export vol - chilled ¹	3%	14%	+11 pts	4%	8%	+4 pts
Export vol - carcass ¹	47%	2%	-45 pts	0%	0%	0 pts

1 shipped weight

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

New Zealand meat consumption



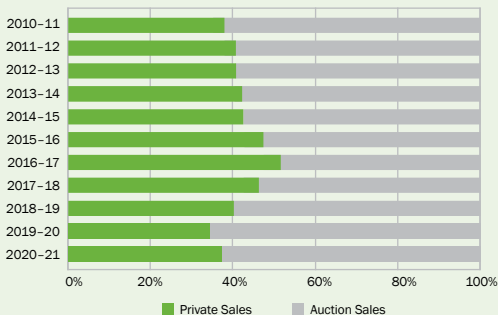
Source: Beef + Lamb New Zealand Economic Service, Poultry Industry Association of New Zealand, New Zealand Pork



In 2022-23, New Zealand was the third largest producer of wool in the world.

The main shear generally takes place from November to January and sheep are machine-shorn on approximately 32,000 stands. Merino sheep are sometimes blade-shorn in cooler regions.

Farm-gate wool sales



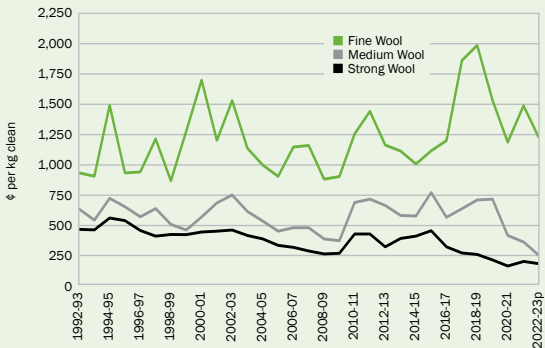
Source: Beef + Lamb New Zealand Economic Service, Sheep & Beef Farm Survey

Sheep numbers, wool production and auction price

YEAR	1 JULY SHEEP (000 head)	PRODUCTION (000t greasy)	AVERAGE PRICE (NZ c/kg greasy)
1990-91	57,852	305.3	316.4
2000-01	42,260	236.7	392.2
2011-12	31,132	168.3	481.7
2012-13	31,263	167.1	367.9
2013-14	30,905	158.4	421.0
2014-15	30,841	153.8	443.8
2015-16	29,121	151.5	490.4
2016-17	27,584	143.2	371.8
2017-18	27,527	141.4	369.5
2018-19	27,296	144.7	381.3
2019-20	26,822	126.2	331.7
2020-21	26,029	134.7	253.5
2021-22	25,733	128.8	336.5

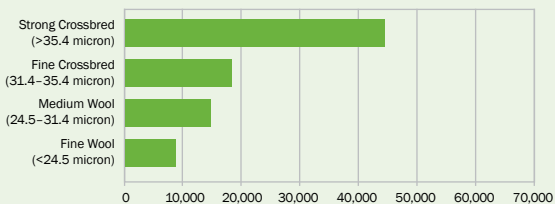
Source: Beef + Lamb New Zealand Economic Service, Statistics New Zealand

Real annual wool auction price (Inflation Adjusted, 2004-05 terms)



Source: Beef + Lamb New Zealand Economic Service, New Zealand Wool Services International Ltd

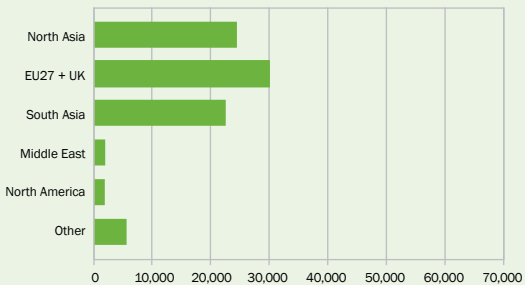
Wool exports Year ended June 2022 (tonnes clean)



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

Wool fibre export earnings for the year ended 30 June 2022 were \$437.4 million FOB. Wool carpet and rug export receipts were \$61.5 million FOB, with intermediate products (tops, yarns and sliver) and other final woollen products contributing a further \$35.7 million FOB. All wool products represented 0.8% (\$534.6 million FOB) of the total value of New Zealand merchandise exports.

Wool exports Year ended June 2022 (tonnes clean)



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



Dairy companies

Three New Zealand dairy companies that export are co-operatives: Fonterra, Dairy Goat Co-operative and Tatua. In addition, there are eight other dairy companies exporting dairy products: Westland, Goodman Fielder, Open Country, Synlait, Miraka, Yashili, Danone and Oceania Dairy. The largest of these companies is Fonterra, which is owned by over 9,000 dairy farmers, and processes around 15 billion litres of milk.

Dairy production 2021-22

In 2021-22 (year-ending June), production per cow was 386 kg milksolids or 4,291 litres of milk (comprising 216 kg milk fat and 169 kg protein content).

Dairy meat 2021-22

In the year ended 30 September 2022, 1.87 million calves and 0.97 million cull cows were processed. In spring 2021, an estimated 0.65 million calves were retained for dairy beef production.

Exports of dairy produce Year ended September 2022

	000 TONNES	% ¹
Milk powder	1,807	43%
Whole milk	1,442	
Skim milk	334	
Butter	429	40%
Cheese	339	17%
Casein	94	0%
Whey	87	0%

1 Percentage of Milksolids equivalents

Source: Statistics New Zealand



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 2022, wheat was harvested from 42,900 hectares, barley from 46,500 hectares and maize from 16,300 hectares. Associated yields for wheat, barley and maize were 9.4, 7.1 and 11.5 tonnes per hectare respectively.

Grain and seed crop production

Year ended 30 June 2022

	NORTH ISLAND	SOUTH ISLAND	NEW ZEALAND
WHEAT			
Harvested (tonnes)	8,800	393,800	402,600
Production area (ha)	1,300	41,600	42,900
Yield (tonnes/ha)	6.8	9.5	9.4
BARLEY			
Harvested (tonnes)	38,200	291,600	329,700
Production area (ha)	6,900	39,600	46,500
Yield (tonnes/ha)	5.5	7.4	7.1
MAIZE			
Harvested (tonnes)	181,800	6,400	188,200
Production area (ha)	15,800	500	16,300
Yield (tonnes/ha)	11.5	12.8	11.5

Totals may not add due to rounding.

Source: Statistics New Zealand, 2022 Agricultural Production Survey

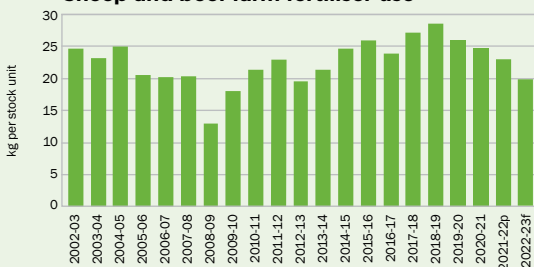


Fertiliser sales

Fertiliser provides nutrients to plants that are not readily available in the soil, helping farmers to foster plant growth and increase yields. Careful and efficient nutrient use is the cornerstone of New Zealand agriculture. It is estimated that without fertiliser use, New Zealand's soils would be able to support less than half, and possibly as low as 25%, of the animals grazed or crops grown.

Source: Fertiliser Association of New Zealand

Sheep and beef farm fertiliser use



Source: B+LNZ Economic Service, Sheep & Beef Farm Survey, All Classes Sheep and Beef Farm

Fertiliser usage varies considerably between regions due to differences in soil type, climate and type of farming.

Sheep and beef farm fertiliser use 2021-22

	NUTRIENT USE - KG PER HA ¹			TOTAL FERTILISER	
	N	P	K	KG PER HA ^{1,2}	KG PER SU ²
Northland/Waikato/BOP	16.7	17.4	10.9	266.0	28.4
East Coast	11.7	13.8	1.3	171.0	19.8
Taranaki/Manawatu	12.2	15.6	3.8	201.0	22.2
NORTH ISLAND	13.6	15.6	5.3	212.0	23.5
Marlborough/Canterbury	21.0	8.0	4.4	139.0	31.2
Otago/Southland	9.4	8.8	5.0	127.0	24.2
SOUTH ISLAND	15.4	8.2	4.6	131.0	27.7
NEW ZEALAND	14.7	11.0	4.8	162.0	25.4

1 Grazing area, 2 Total applied fertiliser includes other nutrients and inactive components to improve application and utilisation.

Source: B+LNZ Economic Service, Sheep & Beef Farm Survey, All Classes Sheep and Beef Farm

REVENUE & EXPENDITURE



Sheep and beef farm revenue, expenditure and profit

\$ per Farm¹

SUMMARY		2012-13	2021-22	2022-23p
1	REVENUE			
2	Wool	43,647	30,484	29,600
3	Sheep	189,316	371,885	327,000
4	Cattle	93,337	193,014	187,600
5	Dairy Grazing	16,546	38,366	37,500
6	Deer + Velvet	4,728	6,225	5,300
7	Goat + Fibre	22	28	0
8	Cash Crop	57,177	67,203	60,800
9	Other	23,983	27,900	27,000
10	TOTAL GROSS REVENUE	428,756	735,105	674,800
11	EXPENDITURE			
12	Fert, Lime & Seeds	58,363	99,716	96,900
13	Repairs & Maintenance	27,670	48,420	47,500
14	Other Working Expenses	152,832	245,680	243,700
15	TOTAL WORKING EXPENSES	238,865	393,816	388,100
16	Interest & Rent	60,146	76,401	82,800
17	Other Standing Charges	24,693	35,782	36,500
18	Depreciation	25,200	40,469	39,400
19	TOTAL EXPENDITURE	348,904	546,468	546,800
20	FARM PROFIT BEFORE TAX²	79,852	188,637	128,000

1 The Weighted Average All Classes Sheep and Beef Farm at 1 July 2022 carried 2,947 sheep, 412 beef cattle and 28 deer totalling 4,648 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

Revenue	2012-13	2021-22	2022-23p
Wool	10%	4%	4%
Sheep	44%	51%	48%
Cattle	22%	26%	28%
Dairy Grazing	4%	5%	6%
Deer + Velvet	1%	1%	1%
Cash Crop	13%	9%	9%
Other	6%	4%	4%

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

AGRICULTURAL PRODUCTION & EXPORTS



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
2012-13	24,972	19,439	124	1,658	1,117
2013-14	30,190	24,444	117	1,825	1,119
2014-15	28,032	21,740	114	1,890	1,183
2015-16	28,183	20,720	112	1,862	1,134
2016-17	28,683	21,149	106	1,851	1,089
2017-18	31,731	23,870	105	1,840	1,158
2018-19	34,120	25,403	107	1,884	1,148
2019-20	36,804	27,591	93	1,896	1,165
2020-21	35,750	26,678	100	1,947	1,213
2021-22	41,092	31,459	95	1,868	1,159
2022-23	44,872	34,681	95	1,840	1,140

1 Year Ended June. 2 Year Ended May. 3 Year Ended September. 4 Inspected meat production at export plants and abattoirs – lamb, mutton, beef and veal.

Source: Beef + Lamb New Zealand Economic Service, Ministry for Primary Industries, Statistics New Zealand, Livestock Improvement Corporation Ltd

Value of New Zealand exports

Year ended 30 June (\$ million FOB)

	2019	2020	2021	2022	2023	% Change ¹
PASTORAL PRODUCTS						
WOOL						
Raw Wool	549	432	395	437	401	-8%
MEAT						
Lamb	3,227	3,310	3,161	3,600	3,372	-6%
Mutton	576	639	695	703	572	-19%
Beef & Veal	3,324	3,801	3,596	4,581	4,621	+1%
Venison	186	151	150	170	197	+16%
Edible Offal	289	316	325	399	376	-6%
Other (poultry, pork)	322	273	287	302	306	+1%
TOTAL MEAT	7,924	8,490	8,214	9,755	9,443	-3%
DAIRY						
Milk & Powders	9,507	11,127	10,934	12,510	13,611	+9%
Butter	3,612	3,360	2,667	3,519	4,595	+31%
Cheese	1,965	2,072	2,065	2,199	3,060	+39%
Casein	811	1,021	1,065	1,483	1,887	+27%
TOTAL DAIRY	15,896	17,579	16,732	19,710	23,154	+17%
OTHER ANIMAL PRODUCTS						
Hides & Skins	154	112	94	153	163	+7%
Deer Velvet	45	48	65	78	88	+13%
Tallow	99	115	158	263	263	+0%
Animal Oils & Fats	16	27	22	21	14	-33%
Crude Animal Materials	482	514	510	569	668	+17%
TOTAL OTHER	796	817	850	1,083	1,196	+10%
LIVESTOCK	239	273	488	474	486	+3%
TOTAL PASTORAL	25,403	27,591	26,678	31,459	34,681	+10%
HORTICULTURE & ARABLE						
Fresh Kiwifruit	2,302	2,546	2,684	2,898	2,548	-12%
Fresh Apples	829	874	816	854	889	+4%
Other Fruit & Nuts	285	279	358	266	257	-4%
Vegetables	486	494	467	438	532	+21%
Seeds, Plants, Plant Material	317	404	372	325	350	+7%
Cereals	21	10	9	6	9	+58%
TOTAL HORTICULTURE & ARABLE	4,240	4,606	4,705	4,787	4,584	-4%

1 2022 to 2023

Value of New Zealand exports *(continued)*

	2019	2020	2021	2022	2023	% Change ¹
PROCESSED AGRICULTURE						
Tops, Yarns & Sliver	20	18	22	26	23	-9%
Carpets & Rugs	90	69	73	62	70	+13%
Other Final Woollen Products	17	14	11	13	16	+24%
Leather/Dressed Skins	200	128	108	142	140	-1%
Meat Meal & Animal Feeds	422	454	501	573	643	+12%
Processed Fruit & Veg	404	412	370	377	466	+24%
Wine	1,815	1,916	1,867	1,944	2,401	+24%
Cereal Products	31	28	26	26	30	+15%
TOTAL PROCESSED	2,999	3,040	2,978	3,162	3,790	+20%
OTHER AGRICULTURAL EXPORTS	1,477	1,567	1,389	1,683	1,816	+8%
TOTAL AGRICULTURE	34,120	36,804	35,750	41,092	44,872	+9%
FORESTRY						
Sawn Timber & Logs	4,840	3,693	4,823	4,698	4,420	-6%
Other Wood & Wood Products	625	533	482	509	580	+14%
Pulp & Paper Products	1,345	1,167	1,151	1,330	1,311	-1%
TOTAL FORESTRY	6,809	5,393	6,456	6,538	6,311	-3%
FISH	1,790	1,676	1,599	1,744	1,931	+11%
TOTAL PRIMARY EXPORTS	42,719	43,872	43,805	49,374	53,114	+8%
OTHER MERCHANDISE EXPORTS						
Aluminium	1,247	1,104	1,138	1,660	1,549	-7%
Mineral Fuels	1,127	915	620	1,070	922	-14%
Machinery & Equipment	2,358	2,143	2,255	2,634	2,990	+14%
Other Exports	9,899	9,977	10,086	10,482	11,627	+11%
TOTAL MERCHANDISE EXPORTS	57,350	58,011	57,903	65,219	70,201	+8%
PASTORAL % OF EXPORTS	44.3%	47.6%	46.1%	48.2%	49.4%	
AGRICULTURE % OF EXPORTS	59.5%	63.4%	61.7%	63.0%	63.9%	
PRIMARY % OF EXPORTS	74.5%	75.6%	75.7%	75.7%	75.7%	

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





VISION

Sustainable and profitable farmers, thriving rural communities, valued by New Zealanders

PRIORITIES



Supporting farming excellence



Championing the sector



Increasing market returns



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