

Production Report

MALLOCH McCLEAN

Richard Millar: All Trackers

Actuals for the period ending 30 June 2023

Profit & Loss

	2020	2021	2022	2023	2020	2021	2022	2023							
					242 ha	242 ha	242 ha	242 ha							
					Total \$			\$/ha							
Income															
Beef Cattle															
Income	96,103	177,626	140,609	-	397.12	733.99	581.03	-							
Costs	37,800	46,632	11,000	3,950	156.20	192.69	45.45	16.32							
Valuation Movement	25,801	(8,212)	(51,528)	15,975	106.62	(33.93)	(212.93)	66.01							
Beef Cattle Gross Profit	84,104	122,783	78,080	12,025	347.54	507.37	322.65	49.69							
Sheep															
Income	501,502	498,519	561,193	524,515	2,072.32	2,060.00	2,318.98	2,167.42							
Costs	172,422	70,640	13,300	38,420	712.49	291.90	54.96	158.76							
Valuation Movement	19,363	5,999	(12,112)	32,827	80.01	24.79	(50.05)	135.65							
Sheep Gross Profit	348,443	433,878	535,781	518,922	1,439.85	1,792.89	2,213.97	2,144.31							
Wool															
Income	17,022	19,640	18,827	22,080	70.34	81.16	77.80	91.24							
Valuation Movement	2,000	-	-	-	8.26	-	-	-							
Wool Gross Profit	19,022	19,640	18,827	22,080	78.60	81.16	77.80	91.24							
Other Income	34,466	17,808	16,319	45,700	142.42	73.59	67.43	188.84							
Gross Profit	486,035	594,110	649,007	598,727	2,008.41	2,455.00	2,681.85	2,474.08							
Operating Expenses															
Animal Health	21,496	24,538	21,158	30,676	88.83	101.40	87.43	126.76							
Breeding	-	1,004	-	-	-	4.15	-	-							
Other Feed	15,818	12,073	18,331	27,189	65.36	49.89	75.75	112.35							
Fertiliser	71,239	53,738	62,019	78,281	294.38	222.06	256.28	323.48							
Repairs and Maintenance	26,558	49,624	49,875	35,270	109.74	205.06	206.09	145.74							
Farm Working															
Cartage & Spreading	6,939	3,853	3,913	6,518	28.68	15.92	16.17	26.94							
Contracting & Cultivation	16,637	18,945	7,115	7,837	68.75	78.28	29.40	32.38							
Seeds	13,979	8,258	13,504	10,691	57.76	34.12	55.80	44.18							
Shearing Expenses	23,680	22,526	23,156	43,129	97.85	93.08	95.69	178.22							
Sundry Farm Purchases	-	714	1,107	9,156	-	2.95	4.57	37.84							
Power - Business	4,393	2,091	1,783	1,540	18.15	8.64	7.37	6.36							
Power - House	-	1,507	1,648	1,516	-	6.23	6.81	6.27							
Wages	38,080	40,312	43,995	32,020	157.35	166.58	181.80	132.31							
Farm Working Total	103,709	98,206	96,219	112,408	428.55	405.81	397.60	464.49							
Vehicle Expenses	15,115	19,491	26,819	22,176	62.46	80.54	110.82	91.64							
Administration	20,554	11,519	10,467	10,305	84.93	47.60	43.25	42.58							
Insurance															
Insurance	9,654	8,631	11,424	16,241	39.89	35.67	47.21	67.11							

	2020	2021	2022	2023	2020	2021	2022	2023	Hectares
					242 ha	242 ha	242 ha	242 ha	
Total \$									
Accident Compensation	839	3,558	2,388	2,337	3.47	14.70	9.87	9.66	
Insurance Total	10,494	12,189	13,812	18,578	43.36	50.37	57.07	76.77	
Rates	13,494	12,827	14,404	15,202	55.76	53.00	59.52	62.82	
Other	-	-	-	597	-	-	-	2.47	
Operating Expenses	298,476	295,211	313,105	350,683	1,233.37	1,219.88	1,293.82	1,449.10	
Operating Surplus	187,558	298,899	335,903	248,044	775.03	1,235.12	1,388.03	1,024.97	
Non Operating Income									
Investment Income	417	2,496	2,717	4,877	1.72	10.31	11.23	20.15	
Off Farm Income	73,205	26,207	17,344	19,486	302.50	108.29	71.67	80.52	
Non Operating Income	73,621	28,703	20,061	24,363	304.22	118.61	82.89	100.67	
Non Operating Expenses									
Interest	6,438	14,611	1,495	1,027	26.61	60.38	6.18	4.25	
Depreciation	29,606	41,063	46,763	47,361	122.34	169.68	193.24	195.71	
Lease	164,068	164,068	164,068	164,068	677.97	677.97	677.97	677.97	
Non Operating Expenses	200,113	219,743	212,327	212,457	826.91	908.03	877.38	877.92	
Net Profit	61,067	107,859	143,636	59,950	252.34	445.70	593.54	247.73	

The information has not been audited or reviewed by Malloch McClean Ltd and therefore neither we nor any of our employees accept any responsibility for the accuracy of the materials from which the report has been prepared.

Production Report

MALLOCH McCLEAN

Richard Millar: All Trackers

Actuals for the period ending 30 June 2023

Profit & Loss

	Hectares												Stock Units																			
	2019	2020	2021	2022	2023	2019	2020	2021	2022	2023	2019	2020	2021	2022	2023																	
					242 ha	242 ha	242 ha	242 ha	242 ha	2,154 SU	2,480 SU	3,094 SU	2,996 SU	2,586 SU																		
	Total \$												\$/ha																			
Income																																
Beef Cattle																																
Income																																
Sales - Beef R1 Heifers	68,594	-	-	-	-	283.44	-	-	-	-	280.78	-	-	-	-	-																
Sales - Beef R2 Heifers	2,766	10,013	79,270	-	-	11.43	41.38	327.56	-	-	11.32	28.02	129.15	-	-	-																
Sales - Beef R2 Steers	-	86,090	98,356	129,609	-	-	355.74	406.43	535.57	-	-	240.94	160.24	306.77	-	-																
Sales - Beef Breeding Bulls	-	-	-	11,000	-	-	-	-	-	45.45	-	-	-	-	26.04	-																
Income Total	71,359	96,103	177,626	140,609	-	294.87	397.12	733.99	581.03	-	292.10	268.97	289.39	332.80	-	-																
Costs																																
Purchases - Beef Heifer Calves	7,400	-	-	-	-	30.58	-	-	-	-	30.29	-	-	-	-	-																
Purchases - Beef Steer Calves	-	-	3,000	-	3,110	-	-	12.40	-	12.85	-	-	4.89	-	-	-																
Purchases - Beef Bull Calves	-	-	-	-	840	-	-	-	-	3.47	-	-	-	-	-	-																
Purchases - Beef R1 Heifers	-	6,000	-	-	-	-	24.79	-	-	-	-	-	16.79	-	-	-																
Purchases - Beef R1 Steers	6,890	17,700	42,032	-	-	28.47	73.14	173.68	-	-	28.20	49.54	68.48	-	-	-																
Purchases - Beef R2 Steers	-	14,100	1,600	-	-	-	58.26	6.61	-	-	-	-	39.46	2.61	-	-																
Purchases - Beef Breeding Bulls	-	-	-	11,000	-	-	-	-	45.45	-	-	-	-	-	26.04	-																
Costs Total	14,290	37,800	46,632	11,000	3,950	59.05	156.20	192.69	45.45	16.32	58.49	105.79	75.97	26.04	-	-																
Valuation Movement																																
Beef Cattle on Hand (P&L)	26,411	25,801	(8,212)	(51,528)	15,975	109.14	106.62	(33.93)	(212.93)	66.01	108.11	72.21	(13.38)	(121.96)	-	-																
Valuation Movement Total	26,411	25,801	(8,212)	(51,528)	15,975	109.14	106.62	(33.93)	(212.93)	66.01	108.11	72.21	(13.38)	(121.96)	-	-																
Beef Cattle Gross Profit	83,480	84,104	122,783	78,080	12,025	344.96	347.54	507.37	322.65	49.69	341.71	235.39	200.04	184.81	-	-																
Sheep																																
Income																																
Sales - Mixed Lambs	265,883	438,293	369,130	469,448	456,798	1,098.69	1,811.13	1,525.33	1,939.87	1,887.59	139.23	206.45	148.85	182.45	176.62	-																
Sales - Ewe Hoggets	-	-	-	25,453	-	-	-	-	-	105.18	-	-	-	9.89	-	-																
Sales - Ram & Wether Hoggets	-	-	9,565	-	-	-	-	-	39.52	-	-	-	-	3.86	-	-																
Sales - MA Ewes	-	-	-	7,899	-	-	-	-	-	32.64	-	-	-	3.07	-	-																
Sales - 5 Yr+ Ewes	45,984	63,210	119,824	58,393	67,717	190.02	261.20	495.14	241.29	279.82	24.08	29.77	48.32	22.69	26.18	-																
Income Total	311,867	501,502	498,519	561,193	524,515	1,288.71	2,072.32	2,060.00	2,318.98	2,167.42	163.31	236.22	201.02	218.11	202.81	-																
Costs																																
Purchases - Mixed Lambs	-	119,722	6,840	-	-	-	494.72	28.26	-	-	-	56.39	2.76	-	-	-																
Purchases - Ram & Wether Hoggets	-	9,100	-	-	-	-	37.60	-	-	-	-	4.29	-	-	-	-																
Purchases - Two Tooth Ewes	24,600	43,600	-	-	-	101.65	180.17	-	-	-	12.88	20.54	-	-	-	-																
Purchases - MA Ewes	-	-	4,950	-	-	-	-	20.45	-	-	-	-	2.00	-	-	-																
Purchases - 5 Yr+ Ewes	-	-	53,250	-	29,270	-	-	220.04	-	120.95	-	-	21.47	-	11.32	-																
Purchases - Breeding Rams	5,100	-	5,600	13,300	9,150	21.07	-	23.14	54.96	37.81	2.67	-	2.26	5.17	3.54	-																
Costs Total	29,700	172,422	70,640	13,300	38,420	122.73	712.49	291.90	54.96	158.76	15.55	81.22	28.49	5.17	14.86	-																
Valuation Movement																																
Sheep on Hand (P&L)	28,550	19,363	5,999	(12,112)	32,827	117.97	80.01	24.79	(50.05)	135.65	14.95	9.12	2.42	(4.71)	12.69	-																
Valuation Movement Total	28,550	19,363	5,999	(12,112)	32,827	117.97	80.01	24.79	(50.05)	135.65	14.95	9.12	2.42	(4.71)	12.69	-																
Sheep Gross Profit	310,717	348,443	433,878	535,781	518,922	1,283.95	1,439.85	1,792.89	2,213.97	2,144.31	162.70	164.13	174.96	208.23	200.64	-																
Wool																																

							Hectares						Stock Units			
	2019	2020	2021	2022	2023	2019	2020	2021	2022	2023	2019	2020	2021	2022	2023	
							242 ha	242 ha	242 ha	242 ha	242 ha	2,154 SU	2,480 SU	3,094 SU	2,996 SU	2,586 SU
Total \$							\$/ha						\$/\$U			
Income																
Income - Wool	24,753	17,022	19,640	18,827	22,080	102.29	70.34	81.16	77.80	91.24	11.49	6.86	6.35	6.29	8.54	
Income Total	24,753	17,022	19,640	18,827	22,080	102.29	70.34	81.16	77.80	91.24	11.49	6.86	6.35	6.29	8.54	
Valuation Movement																
Wool on Hand (P&L)	-	2,000	-	-	-	-	8.26	-	-	-	-	0.81	-	-	-	-
Valuation Movement Total	-	2,000	-	-	-	-	8.26	-	-	-	-	0.81	-	-	-	-
Wool Gross Profit	24,753	19,022	19,640	18,827	22,080	102.29	78.60	81.16	77.80	91.24	11.49	7.67	6.35	6.29	8.54	
Other Income	12,298	34,466	17,808	16,319	45,700	50.82	142.42	73.59	67.43	188.84	5.71	13.90	5.76	5.45	17.67	
Gross Profit	431,248	486,035	594,110	649,007	598,727	1,782.02	2,008.41	2,455.00	2,681.85	2,474.08	200.21	195.96	192.04	216.66	231.50	
Operating Expenses																
Animal Health	16,068	21,496	24,538	21,158	30,676	66.40	88.83	101.40	87.43	126.76	7.46	8.67	7.93	7.06	11.86	
Breeding	-	-	1,004	-	-	-	-	-	4.15	-	-	-	0.32	-	-	
Other Feed	20,418	15,818	12,073	18,331	27,189	84.37	65.36	49.89	75.75	112.35	9.48	6.38	3.90	6.12	10.51	
Fertiliser	55,154	71,239	53,738	62,019	78,281	227.91	294.38	222.06	256.28	323.48	25.61	28.72	17.37	20.70	30.27	
Repairs and Maintenance	44,461	26,558	49,624	49,875	35,270	183.72	109.74	205.06	206.09	145.74	20.64	10.71	16.04	16.65	13.64	
Farm Working	84,571	103,709	98,206	96,219	112,408	349.47	428.55	405.81	397.60	464.49	39.26	41.81	31.74	32.12	43.46	
Vehicle Expenses	22,354	15,115	19,491	26,819	22,176	92.37	62.46	80.54	110.82	91.64	10.38	6.09	6.30	8.95	8.57	
Administration	20,235	20,554	11,519	10,467	10,305	83.62	84.93	47.60	43.25	42.58	9.39	8.29	3.72	3.49	3.98	
Insurance	10,594	10,494	12,189	13,812	18,578	43.78	43.36	50.37	57.07	76.77	4.92	4.23	3.94	4.61	7.18	
Rates	11,363	13,494	12,827	14,404	15,202	46.95	55.76	53.00	59.52	62.82	5.28	5.44	4.15	4.81	5.88	
Other	1,140	-	-	-	597	4.71	-	-	-	2.47	0.53	-	-	-	0.23	
Operating Expenses	286,358	298,476	295,211	313,105	350,683	1,183.30	1,233.37	1,219.88	1,293.82	1,449.10	132.94	120.34	95.42	104.52	135.59	
Operating Surplus	144,890	187,558	298,899	335,903	248,044	598.72	775.03	1,235.12	1,388.03	1,024.97	67.27	75.62	96.62	112.14	95.91	
Non Operating Income																
Investment Income	615	417	2,496	2,717	4,877	2.54	1.72	10.31	11.23	20.15	0.29	0.17	0.81	0.91	1.89	
Off Farm Income	112,715	73,205	26,207	17,344	19,486	465.76	302.50	108.29	71.67	80.52	52.33	29.51	8.47	5.79	7.53	
Non Operating Income	113,330	73,621	28,703	20,061	24,363	468.31	304.22	118.61	82.89	100.67	52.61	29.68	9.28	6.70	9.42	
Non Operating Expenses																
Interest	2,467	6,438	14,611	1,495	1,027	10.19	26.61	60.38	6.18	4.25	1.15	2.60	4.72	0.50	0.40	
Depreciation	29,593	29,606	41,063	46,763	47,361	122.28	122.34	169.68	193.24	195.71	13.74	11.94	13.27	15.61	18.31	
Lease	164,068	164,068	164,068	164,068	164,068	677.97	677.97	677.97	677.97	677.97	76.17	66.15	53.03	54.77	63.44	
Non Operating Expenses	196,128	200,113	219,743	212,327	212,457	810.45	826.91	908.03	877.38	877.92	91.05	80.68	71.03	70.88	82.15	
Net Profit	62,093	61,067	107,859	143,636	59,950	256.58	252.34	445.70	593.54	247.73	28.83	24.62	34.86	47.95	23.18	

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