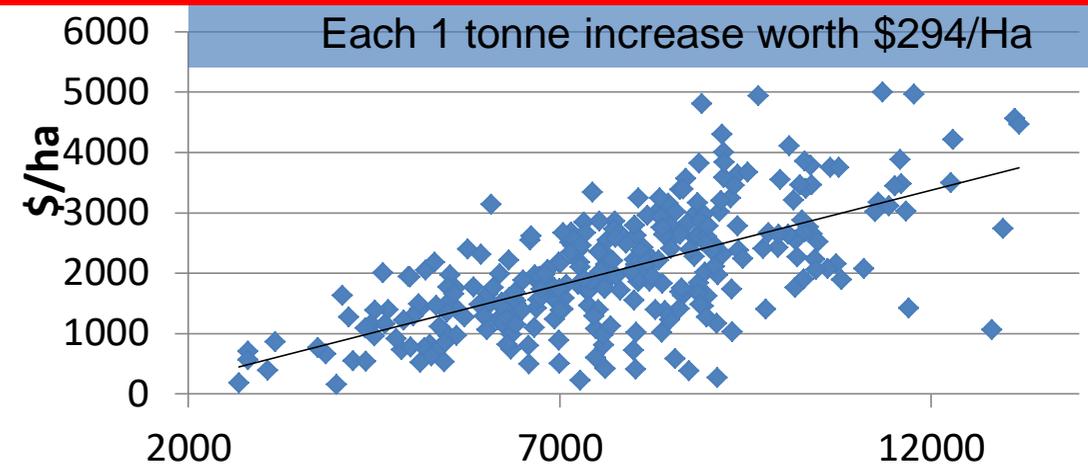
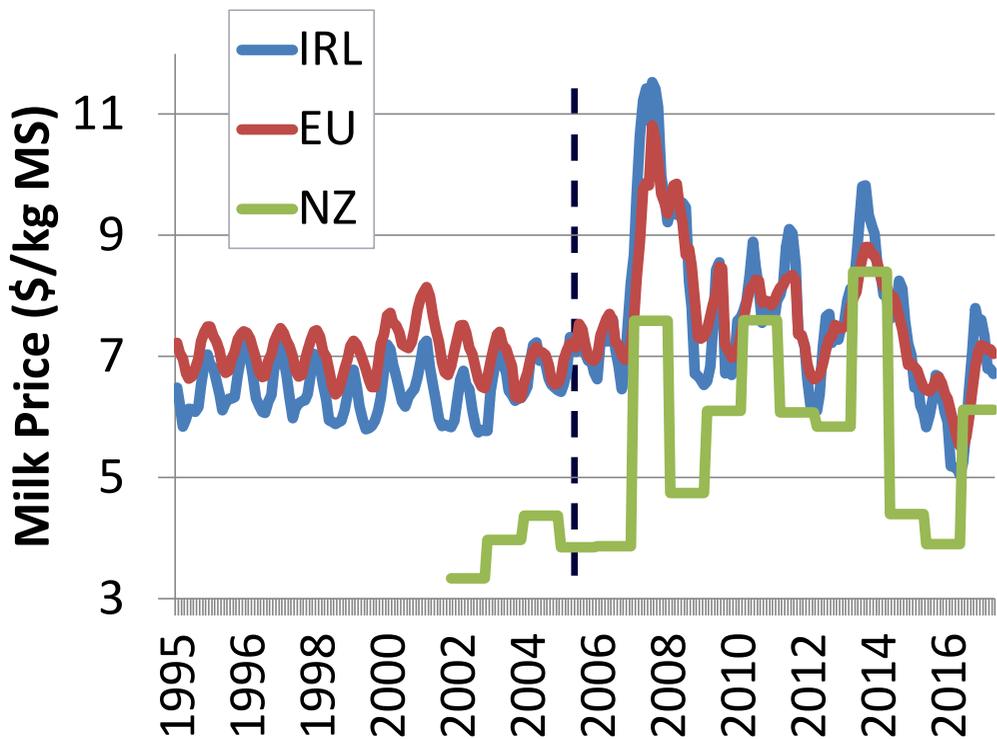


Driving Profitability per Hectare

Profitability - Should be assessed based on your most limiting resource



| | Costs | | Profitability | |
|----------------------------------|-------|---------|---------------|---------|
| | \$/Ha | \$/kgMS | \$/Ha | \$/kgMS |
| Grass utilised 3t DM | 1,275 | -0.31 | 882 | 0.36 |
| Six week calving Rate \$/10% | | | 390 | 0.29 |
| Purchased feed 50% | 848 | 0.46 | -165 | -0.36 |
| Buildings investment \$1,700/cow | 211 | 0.17 | -187 | -0.17 |
| Milk yield per cow (25kg F & P) | 46 | -0.16 | 139 | 0.06 |

- The Irish Experience

| | National Average | Target | National Average | | Target | | |
|-----------------------------|------------------|--------|--------------------|--------|--------|--------|--------|
| | | | Owned | Leased | Owned | Leased | |
| Herbage Utilised kg DM/Ha | 7.8 | 13.1 | Gross Output \$/Ha | 6,086 | 6,086 | 11,103 | 11,103 |
| SR LU/Ha | 1.89 | 2.90 | Total costs \$/Ha | 5,282 | 6,047 | 6,873 | 7,638 |
| Milk solids output kg/Ha | 680 | 1,380 | Net Profit \$/Ha | 804 | 39 | 4,231 | 3,473 |
| Six week calving Rate % | 63 | 90 | Investment \$/Ha | 55,202 | 12,702 | 60,551 | 18,051 |
| Concentrate feeding kg/Cow | 933 | <450 | ROA % | 1.7 | 1.6 | 7.6 | 21.3 |
| Labour efficiency Hours/Cow | 30 | 16 | | | | | |

Lots of potential to increase efficiency

Target Efficiency

Replicate

Take Home Messages – Take Control

- Uncertain world – Take Control
- Significant progress made at farm level
- Significant potential for further progress
- Focus on technologies that increase profitability
- Strategy - Efficiency first then Replication
- NEVER COMPROMISE ON SYSTEM