

# Trifecta Farming Limited

Hugh & Anna Edward

Overview (2024/25)	Trifecta Farming	Benchmark*
Effective Ha	188	209
Dairy support (ha)	109	18
Peak cows	630	590
Stocking rate	3.4	2.8
KgLW/ha	1,541	1,336
Milksolids production	311,486	230,318
Nitrogen / ha	109	92
Milksolids / ha	1,657	1,102
Milksolids / cow	494	390
KgMS as % of LW	107%	82%
CSR	69	
Pasture & Crop Harvested (tDM/ha)	13.4	10.8
Imported supplements (tDM/ha)	4.4	3.2
Imported supplements eaten (kgDM/cow)	1,316	1,305

\*Benchmark DairyNZ Waikato Region (~200 farms)

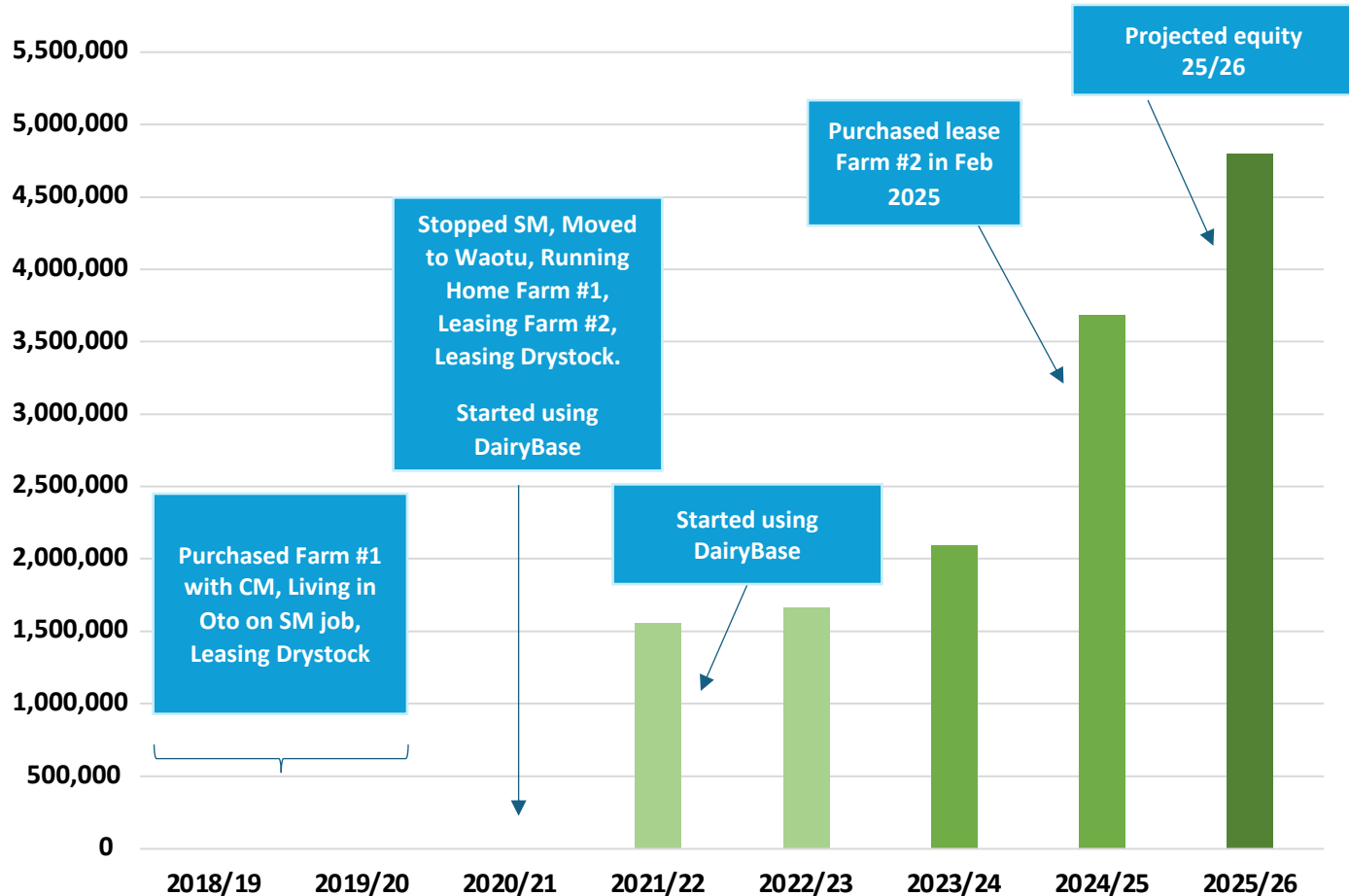




## Key messages for progressing through the industry

- Hugh & Anna have always been involved in the wider industry with YF, NZDIA and Discussion groups.
- This has led to strong networks and building a great personal brand which has helped them to get opportunities word of mouth.
- Hugh and Anna have saved well which has enabled them to take the next opportunity as it has arisen.
- Hugh & Anna are consistent, high performers and have continued to grow their business through this high milk price period.

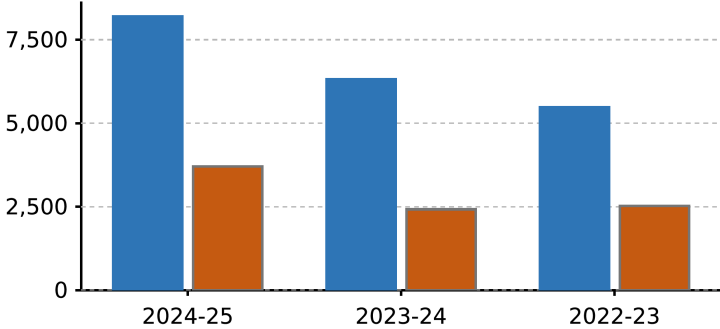
# Equity Growth Over Time (\$)



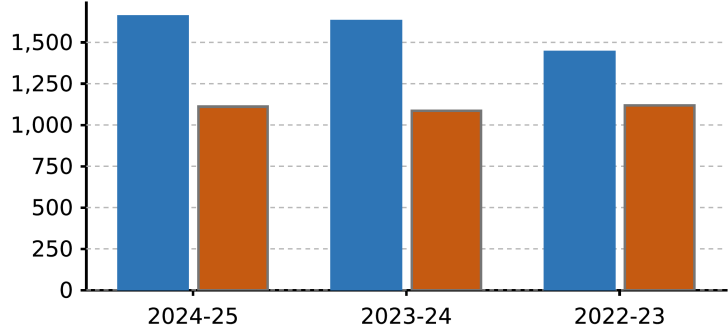


# Operating Performance Summary

### Dairy Operating Profit (\$ per ha)



### Milksolids Production (kg per ha)

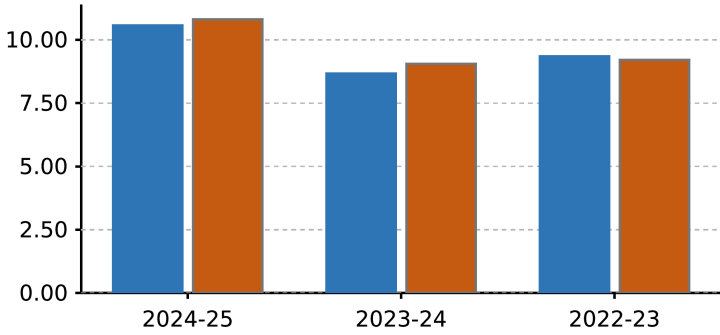


Your Operating Profit for the 2024-25 season was \$8,196 per hectare. This compares to \$3,704 for the benchmark.

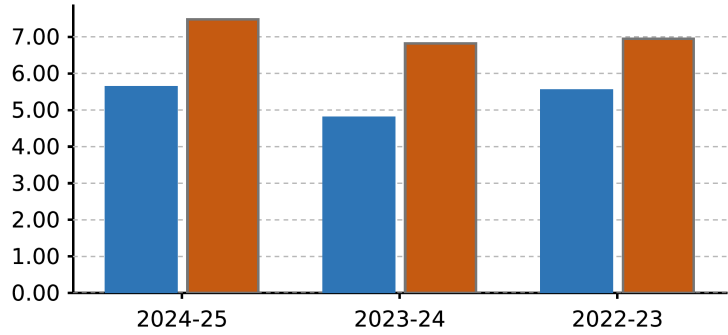
Operating Profit is made up of Gross Farm Revenue \$10.57 per kgMS less Operating Expenses \$5.62, multiplied by the production per hectare of 1,657kg (Benchmark GFR:\$10.81 Opex:\$7.48 MS/Ha: 1,111kg)

- Trifecta Farming Ltd
- Benchmark

### Gross Farm Revenue (\$ per kgMS)



### Operating Expenses (\$ per kgMS)



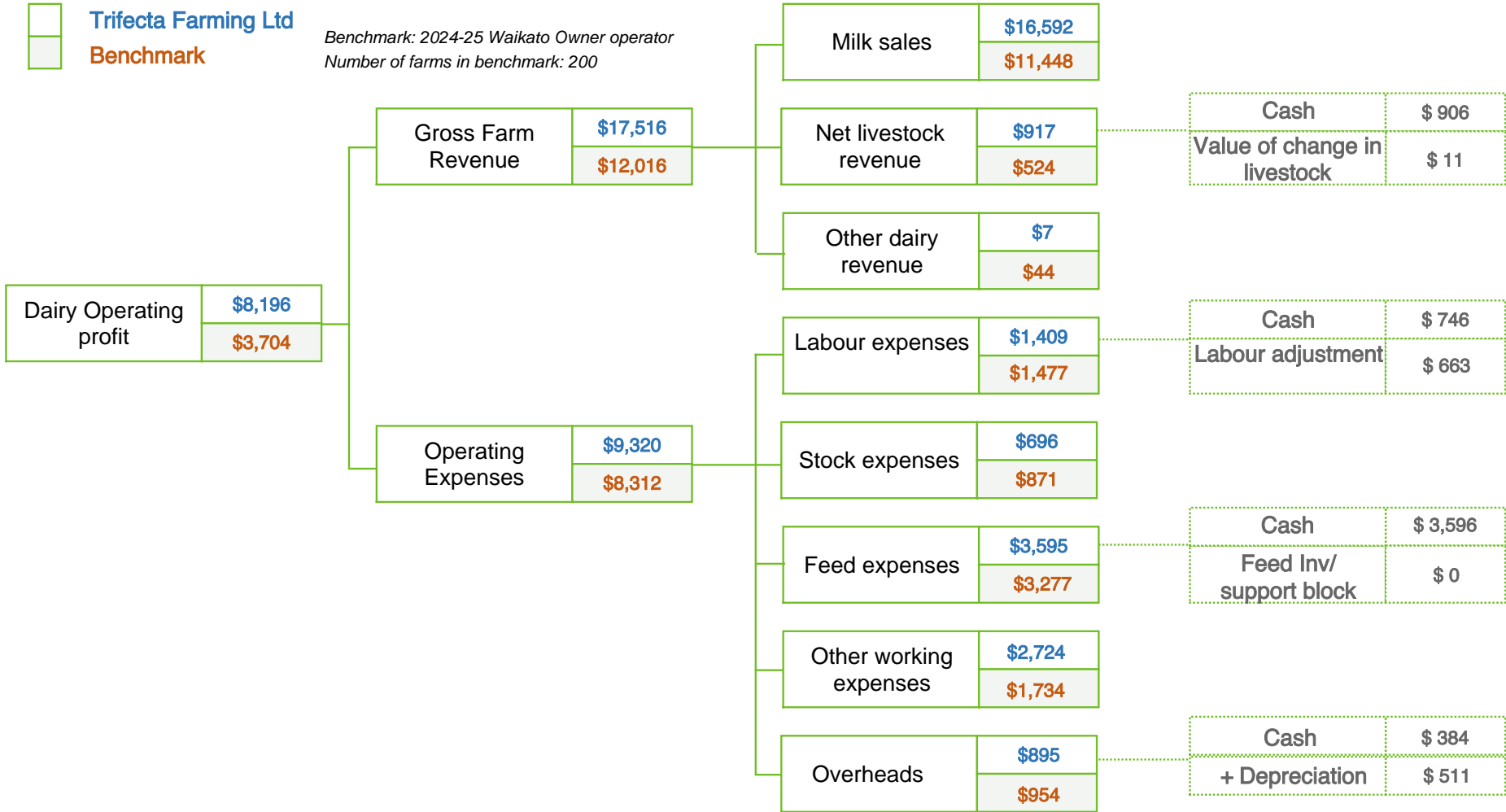
Benchmark: Waikato Owner operator  
Number of farms in benchmark: 200 (2024-25) 211 (2023-24) 258 (2022-23)



# Operating Profit Drivers (\$/ha)

Trifecta Farming Ltd  
 Benchmark

Benchmark: 2024-25 Waikato Owner operator  
 Number of farms in benchmark: 200



This chart shows a 'profitability tree' of the the factors driving operating profit, with a benchmark comparison for each factor.

The last level shows the cash/adjustment breakdown for these factors.

# Cost Comparison (2024/2025)

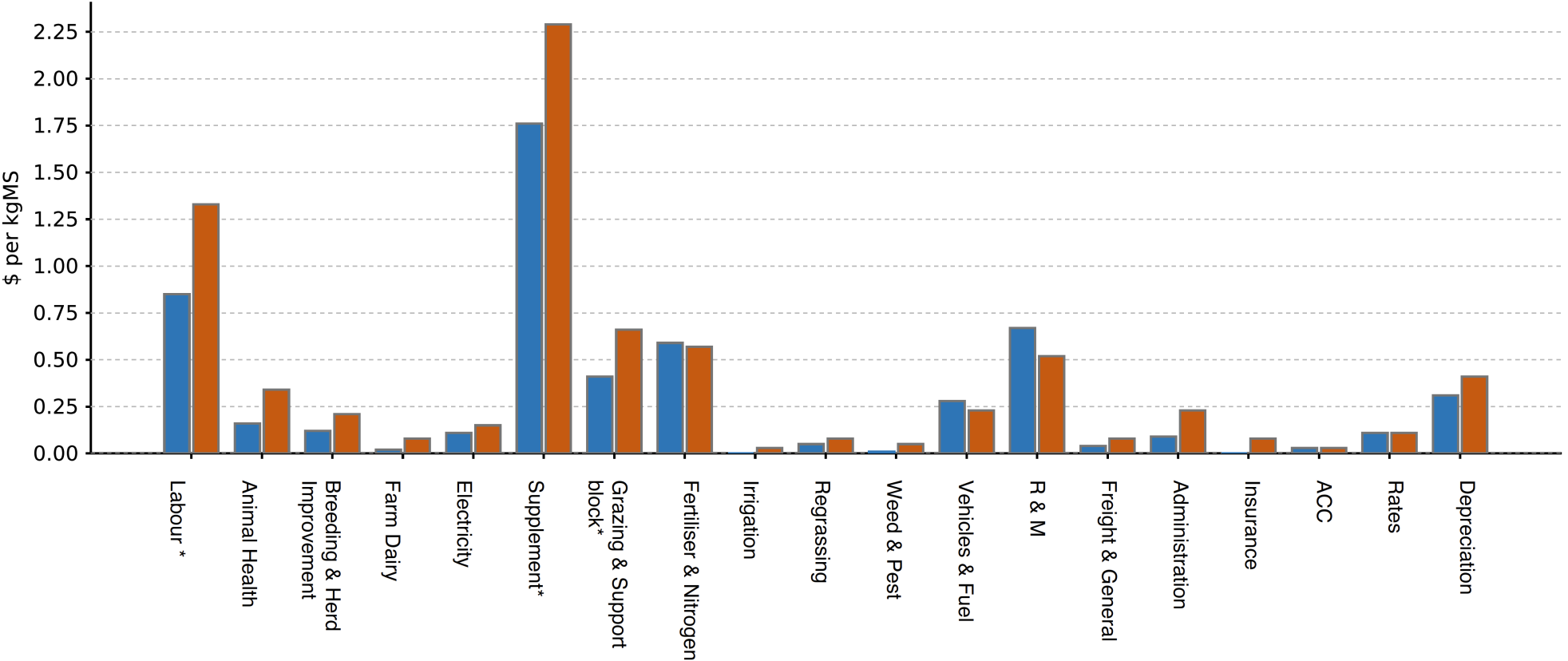


## Dairy Operating Expenses (\$ per kgMS)

Benchmark: 2024-25 Waikato Owner operator  
Number of farms in benchmark: 200

Trifecta Farming Ltd \$ 5.62      Benchmark \$7.48

Labour exp.      Stock expenses      Feed exp      Other working expenses      Overheads



\*Non cash adjustments are included in labour, feed and owned support block to enable comparison across farms

# Pasture Decision Rules

This outlines the grazing management steps determined by farmers involved in farmlet trials.



## ESTABLISH THE PLAN

- Estimate cover/height
- Calculate pre-grazing yield
- Round length
- Leaf stage
- Order paddocks

## REFINE THE PLAN

- Weather forecast
- Daily management needs
- Estimate growth for next period

## ALLOCATE DAILY GRAZING

- Feed demand vs feed available
- Round length
- Supplements

- Shuffle paddocks:
- monitor growth differences
  - re-order paddocks
  - bring paddocks in

PLAN

CONTROL

IMPLEMENT

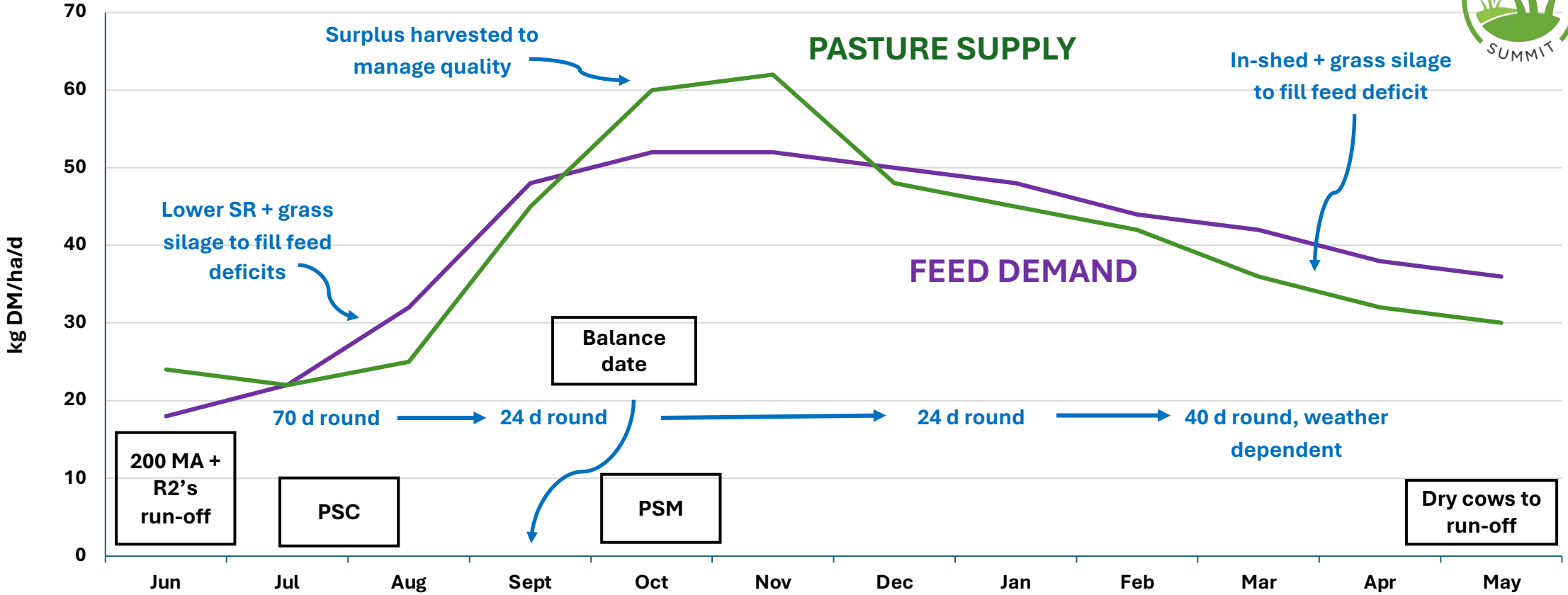
What is monitored on this farm?  
What action is taken if targets are not met?

- Cows grazing – monitor
- Cow behaviour
  - Residuals
  - Clump
  - Paddock state

- Cows move pads – consider
- Residuals
  - Milk performance
  - Paddock state

- Next action – consider
- Topping
  - Supplements
  - Feed allocation
  - Review order
  - Dropping pad out for silage

# Seasonal Feed Management



Grass Silage (Jun-Aug) | 2-3 kg DM/cow PKE in-shed blend + grass silage (Sep-May)

APC 2000 (Jun-Jul) | 2350 (Aug-Sep) | 1st round 2200 – end of season (focus on residuals + maintaining quality) (Oct-May)

200 MA + R2's run-off

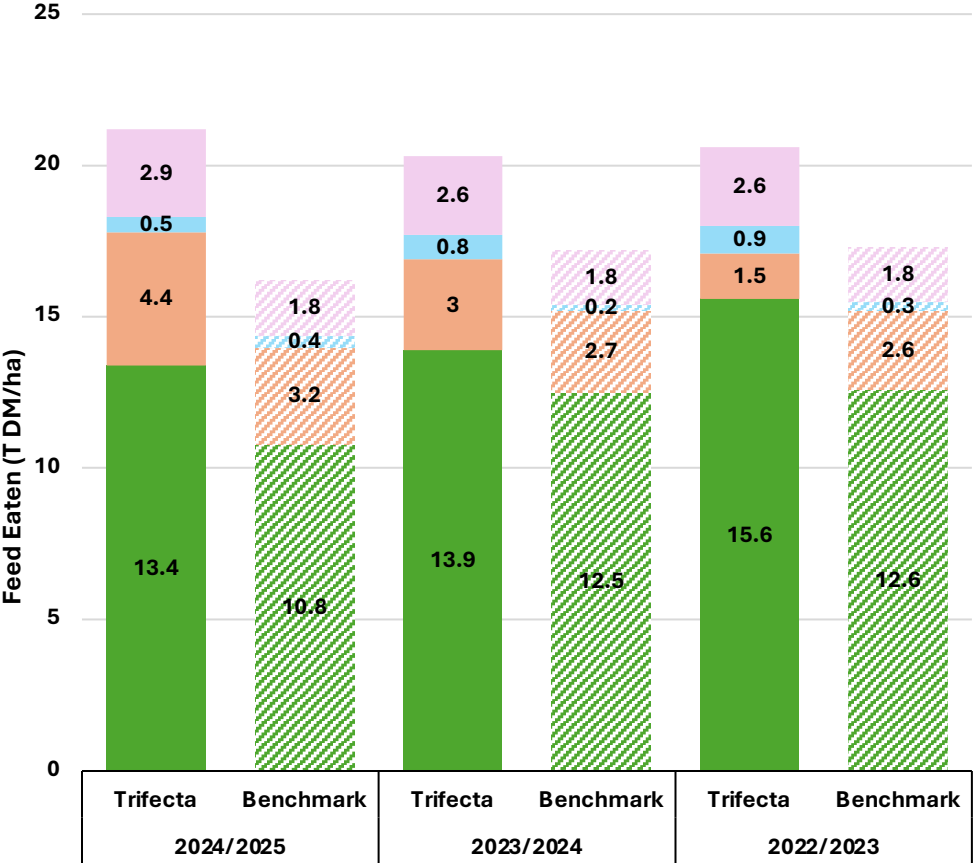
PSC

Balance date

PSM

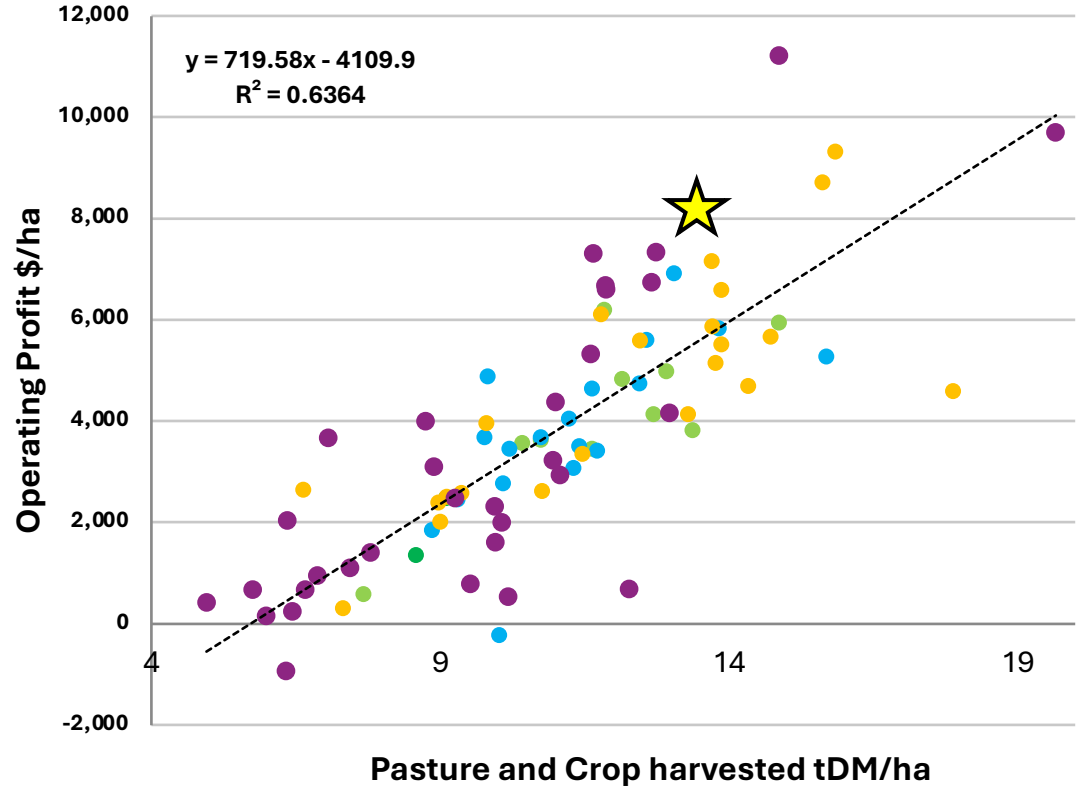
Dry cows to run-off

# Feed Eaten and Profit



- P&C harvested
- Imported
- Off-Farm Grazing (Mixed Age Cows)
- Off-farm Grazing (Young Stock)

## Waikato - Owner operator - Operating Profit \$/ha vs Pasture & Crop harvested tDM/ha (2024-25)



- 1 All grass self-contained
- 3 Feed imported to extend lactation 11-20%
- 5 Feed imported all year >31%
- 2 Feed imported for dry cows 1-10%
- 4 Feed imported to extend lactation 21-30%

# Cow, feed and MS response

REPRO	2024/25		2023/24		2022/23	
	Trifecta	Waikato	Trifecta	Waikato	Trifecta	Waikato
6-wk ICR	84%	71%	76%	68%	67%	67%
3-wk SR	85%	77%	87%	74%	76%	71%
Not ICR	10%	13%	14%	13%	19%	16%
Calved by 6 wk	94%	77%	86%	76%	88%	74%

