

B / Real Data On The Nz Dairy Farm Financial Situation

**With static milk and the farm debt position, we can't rely on increasing land values.
How do we shift the focus?**

Chaired by Colin Glass (Chief Executive of Dairy Holdings Limited and DairyNZ Director)



Mark Grenside

Regional Manager & Head of Corporate Agri Banking, Commercial & Agri, ANZ Bank New Zealand Ltd

Mark is currently the Regional Manager for Mid Canterbury and Head of Corporate Agri, Commercial & Agri Banking, ANZ. Mark has been with The ANZ Bank for 20 years after completing a BcomAg (VFM) from Lincoln University. Early roles included spending 6 years as a Rural Manager in Taranaki province before shifting to South Island where he has covered Mid Canterbury, West Coast and Corporate Agri NZ. Mark has a strong interest in farming and the growth and development of people, this has included leading the ANZ graduate program, coaching sports teams and being a mentor in the community. Mark holds investments in both farming and commercial sector and lives on a grazing and support block at Lincoln with his family. Enjoys

following all NZ sports teams and a good Central Otago Pinot.



Susan Kilsby

Agriculture Economist, ANZ Bank New Zealand Ltd

Susan rejoined ANZ Bank in the Agriculture Economist role in October 2018, having previously been employed by ANZ in a graduate role earlier in her career. Susan has spent the past 12 years with NZX where she headed up the team of agriculture analysts who provide market intelligence to many leading global dairy businesses by way of regular reports, news and online tools. While at NZX she was involved with launching the dairy derivatives market including the milk price future and options products. Susan worked alongside Massey University to develop a milk price calculator and a milk production predictor tool for NZX.

Susan studied Agricultural Economics at Massey University. Earlier in her career she was a regional manager for CRV Ambreed. She has authored several reports on New Zealand and China's dairy industry and regularly presents at local and international conferences. Susan was raised on a dairy farm in Taranaki but now lives with her partner and two children on a small sheep and beef farm in Martinborough.

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NZ Dairy farmers have met the challenge of supplying the ongoing global milk demand. This has benefited our NZ economy and our standard of living. It has coincided with a significant lift in farm assets values and debt, increased scrutiny of our environmental footprint and volatility related to a highly connected global market. With this changing backdrop, ANZ position is that it's essential to review the sustainability of NZ farm system and the corresponding business models. Extracting information from our own ANZ data and comparing to other industry insights, this session looks at what farm systems are proving to be the most resilient.