

| Holstein/Friesian, Conventional Herds      |               | South West   | South        | South East   | Midlands     | North        | Scotland     | Wales        |
|--------------------------------------------|---------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| Cows in herd                               |               | 219          | 231          | 208          | 242          | 212          | 249          | 192          |
| Cow calvings                               |               | 159          | 173          | 151          | 180          | 152          | 174          | 135          |
| Heifer calvings                            |               | 54           | 63           | 51           | 70           | 66           | 80           | 53           |
| Stocking rate                              | cows/ha       | 2.31         | 2.20         | 2.15         | 2.44         | 2.40         | 2.56         | 2.68         |
| <b>MILK PRODUCTION</b>                     |               |              |              |              |              |              |              |              |
| Milk Production                            | litres        | 1,787,975    | 2,079,613    | 1,708,525    | 2,192,865    | 1,860,090    | 2,274,488    | 1,455,590    |
| <b>Yield per cow</b>                       | <b>litres</b> | <b>8,174</b> | <b>9,004</b> | <b>8,204</b> | <b>9,067</b> | <b>8,777</b> | <b>9,148</b> | <b>7,565</b> |
| Yield from all forage per cow              | litres        | 2,906        | 2,967        | 3,063        | 2,647        | 2,442        | 1,918        | 2,975        |
| % of total yield from forage               |               | 36%          | 33%          | 37%          | 29%          | 28%          | 21%          | 39%          |
| Butterfat                                  | %             | 4.38         | 4.20         | 4.37         | 4.23         | 4.35         | 4.25         | 4.33         |
| Protein                                    | %             | 3.40         | 3.34         | 3.46         | 3.36         | 3.34         | 3.34         | 3.36         |
| Bactoscan                                  |               | 25           | 22           | 29           | 23           | 29           | 24           | 25           |
| Cellcount                                  |               | 164          | 167          | 173          | 157          | 146          | 151          | 160          |
| <b>Milk Price</b>                          | <b>pence</b>  | <b>39.21</b> | <b>40.07</b> | <b>39.56</b> | <b>38.25</b> | <b>37.78</b> | <b>38.30</b> | <b>37.49</b> |
| Total milk value per cow                   | £             | 3,205        | 3,608        | 3,246        | 3,468        | 3,316        | 3,504        | 2,836        |
| <b>FEED</b>                                |               |              |              |              |              |              |              |              |
| Total concentrate use                      | tonnes        | 585          | 633          | 517          | 724          | 621          | 786          | 428          |
| <b>Concentrate use per cow</b>             | <b>kg</b>     | <b>2,674</b> | <b>2,741</b> | <b>2,484</b> | <b>2,994</b> | <b>2,928</b> | <b>3,162</b> | <b>2,226</b> |
| Concentrate use per litre                  | kg            | 0.33         | 0.30         | 0.30         | 0.33         | 0.33         | 0.35         | 0.29         |
| Concentrate price per tonne                | £             | 341          | 340          | 352          | 338          | 339          | 345          | 347          |
| Other purchased feed cost per cow          | £             | 52           | 148          | 62           | 97           | 106          | 156          | 53           |
| Total purchased feed cost per cow          | £             | 964          | 1080         | 936          | 1108         | 1099         | 1247         | 826          |
| <b>Total purchased feed cost per litre</b> | <b>pence</b>  | <b>11.79</b> | <b>12.00</b> | <b>11.41</b> | <b>12.22</b> | <b>12.52</b> | <b>13.63</b> | <b>10.93</b> |
| All P.Feed @ 86% DM equiv. per cow         | kg            | 2,781        | 3,121        | 2,692        | 3,293        | 3,266        | 3,651        | 2,408        |
| <b>MARGINS</b>                             |               |              |              |              |              |              |              |              |
| MOPF per herd                              | £             | 490,247      | 583,718      | 480,966      | 570,817      | 469,903      | 561,027      | 386,664      |
| MOPF per cow                               | £             | 2,241        | 2,527        | 2,309        | 2,360        | 2,217        | 2,257        | 2,010        |
| <b>MOPF per litre</b>                      | <b>pence</b>  | <b>27.42</b> | <b>28.07</b> | <b>28.15</b> | <b>26.03</b> | <b>25.26</b> | <b>24.67</b> | <b>26.56</b> |