

| Holstein/Friesian, Conventional Herds      |               | South West   | South        | South East   | Midlands     | North        | Scotland     | Wales        |
|--------------------------------------------|---------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| Cows in herd                               |               | 223          | 244          | 207          | 259          | 210          | 256          | 207          |
| Cow calvings                               |               | 165          | 187          | 157          | 197          | 153          | 175          | 146          |
| Heifer calvings                            |               | 56           | 66           | 52           | 67           | 61           | 86           | 56           |
| Stocking rate                              | cows/ha       | 2.23         | 2.34         | 2.40         | 2.47         | 2.58         | 2.70         | 2.56         |
| <b>MILK PRODUCTION</b>                     |               |              |              |              |              |              |              |              |
| Milk Production                            | litres        | 1,824,550    | 2,166,468    | 1,696,407    | 2,369,475    | 1,843,877    | 2,303,446    | 1,606,056    |
| <b>Yield per cow</b>                       | <b>litres</b> | <b>8,176</b> | <b>8,869</b> | <b>8,183</b> | <b>9,134</b> | <b>8,779</b> | <b>8,982</b> | <b>7,771</b> |
| Yield from all forage per cow              | litres        | 2,774        | 2,720        | 3,089        | 2,237        | 2,059        | 1,500        | 2,649        |
| % of total yield from forage               |               | 34%          | 31%          | 38%          | 24%          | 23%          | 17%          | 34%          |
| Butterfat                                  | %             | 4.41         | 4.26         | 4.46         | 4.25         | 4.36         | 4.30         | 4.38         |
| Protein                                    | %             | 3.44         | 3.36         | 3.43         | 3.37         | 3.37         | 3.35         | 3.40         |
| Bactoscan                                  |               | 27           | 23           | 26           | 23           | 28           | 25           | 26           |
| Cellcount                                  |               | 158          | 160          | 161          | 151          | 133          | 138          | 148          |
| <b>Milk Price</b>                          | <b>pence</b>  | <b>44.13</b> | <b>44.29</b> | <b>46.13</b> | <b>42.60</b> | <b>43.89</b> | <b>43.02</b> | <b>44.11</b> |
| Total milk value per cow                   | £             | 3,608        | 3,928        | 3,775        | 3,891        | 3,853        | 3,864        | 3,428        |
| <b>FEED</b>                                |               |              |              |              |              |              |              |              |
| Total concentrate use                      | tonnes        | 617          | 699          | 533          | 823          | 655          | 856          | 519          |
| <b>Concentrate use per cow</b>             | <b>kg</b>     | <b>2,765</b> | <b>2,860</b> | <b>2,573</b> | <b>3,173</b> | <b>3,117</b> | <b>3,339</b> | <b>2,512</b> |
| Concentrate use per litre                  | kg            | 0.34         | 0.32         | 0.31         | 0.35         | 0.36         | 0.37         | 0.32         |
| Concentrate price per tonne                | £             | 304          | 303          | 310          | 303          | 300          | 305          | 310          |
| Other purchased feed cost per cow          | £             | 51           | 130          | 39           | 121          | 114          | 150          | 54           |
| Total purchased feed cost per cow          | £             | 893          | 996          | 837          | 1082         | 1049         | 1168         | 834          |
| <b>Total purchased feed cost per litre</b> | <b>pence</b>  | <b>10.92</b> | <b>11.24</b> | <b>10.22</b> | <b>11.84</b> | <b>11.95</b> | <b>13.01</b> | <b>10.73</b> |
| All P.Feed @ 86% DM equiv. per cow         | kg            | 2,871        | 3,215        | 2,715        | 3,546        | 3,480        | 3,783        | 2,692        |
| <b>MARGINS</b>                             |               |              |              |              |              |              |              |              |
| MOPF per herd                              | £             | 606,049      | 716,008      | 609,058      | 728,786      | 589,018      | 691,244      | 536,203      |
| MOPF per cow                               | £             | 2,716        | 2,931        | 2,938        | 2,809        | 2,804        | 2,695        | 2,595        |
| <b>MOPF per litre</b>                      | <b>pence</b>  | <b>33.22</b> | <b>33.05</b> | <b>35.90</b> | <b>30.76</b> | <b>31.94</b> | <b>30.01</b> | <b>33.39</b> |