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your language.

Good  
comparatives.

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Agribusiness.

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FINANCIAL GROUP

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For *Advice*  
you can  
*Count on*



# Agribusiness Service

- Reduce the paper and admin burden and time spent in the office. Enhance the efficiency with the use of Xero to save you time with coding and paying bills.
- Our Team of Xero and Figured experts provide support including training and setup
- Farm Reports and Budgeting – physical and financial information
- Monthly access to discussion groups and Agri support services
- Inhouse bookkeeping service
- Lending assistance with banks and financial institutions
- GST and tax compliance
- Grant Applications
- HR Support – Recruitment and Payroll
- Succession planning and farm structure scenarios including sharefarmer arrangements, lease, and farm expansion opportunities
- Industry connections and networks to provide you the best expertise and reach your farming potential
- Milk price comparatives to ensure the best milk price for your farm





# Agribusiness Service

- Farm Reports and Budgeting
- Bringing together your farming team
- On farm visits reviewing budget and opportunities
- Market comparatives of fertiliser and feed prices
- Quarterly farm report on current and future position, growth and success of your agribusiness – physical and financial.
- Comprehensive tax planning reports linked to the cashflow
- Statement of Position – what you owe and own at market rates

# Support and Training



## **Xero and Figured Setup**

- Connection of bank feeds
- McLaren Hunt Agribusiness Chart of Accounts
- Our Team of Xero and Figured experts provide support including training and setup
- Assistance with creating bank rules
- Written instructions to assist with coding
- Assistance to reduce the paperwork

## **Bookkeeping service**

- Gives you time back in your day with our team of dedicated bookkeepers to code xero and maintain invoices
- Keep all invoices in one place to track bills to pay

# Agribusiness

## Chart of Accounts

### Dedicated Chart of Accounts for Agribusiness

- Beef/Sheep/Cropping
- Dairy

### Tracking of Physical data

- Tonnes purchased - feed and fertiliser
- Livestock sales and purchases
- Milk solids and income

Herd Costs		Direct Costs - Dairy Farms	
		023	Herd Costs
		023/01	- AI/Semen
		023/04	- Herd Test
		023/06	- Other Breeding Costs
		023/07	- Drugs and animal health treatments
		023/05	- Veterinary Fees
		023/08	- Calf Feed
		023/09	- Milk Powder
		023/10	- Bedding
		023/11	- Other Calf Rearing Costs
		023/12	- Other Herd Costs
Shed Costs		050	Shed Costs
		050/02	- Electricity - Dairy
		050/01	- Dairy Consumables
		050/03	- Rubberware
		050/04	- Other Dairy Shed Costs
Home Grown Feed		051	Home Grown Feed Costs
		051/01	- Fertiliser - PKs
		051/02	- Fertiliser - Urea
		051/03	- Fertiliser - Nitrogen Blends
		051/04	- Fertiliser - Lime & Gypsum
		051/05	- Effluent Spreading/Disposal
		051/06	- Other Fertiliser Costs

Milk Income		Farm Income	
		178	Milk Income
		178/01	- Milk income
		178/02	- Milk Quality Penalties
		178/05	- Milk Levies and charges - GST Free
		178/06	- Milk Volume Charge and other charges
Cattle Income		100	Livestock Sales
		100/01	- Milker - Sales
		100/02	- Heifers +13 months - Sales
		100/03	- Bull - Sales
		100/04	- Yearlings/calves 1-2 months - Sales
		100/05	- Other Livestock - Sales
		100/06	- Livestock Selling Expenses GST free
		100/07	- Livestock Selling Expenses
Livestock Trading		104	Livestock Purchases
		104/01	- Milker - Purchases
		104/02	- Heifers +13 months - Purchases
		104/03	- Bull - Purchases
		104/04	- Yearlings/calves 1-2 months - Purchases
		104/05	- Other Livestock - Purchases

# Annual Plan and Forecast

- Annual budget created in Figured
- Using physical and financial data
- Links with Xero to enable forecasts to be updated quarterly or as required as part of the BAS process
- Shows cash balance at year end
- Provides banks with confidence of annual plan



## Quarterly Report Pack

- BAS/Activity Statement
  - Cashflow report
  - Production report
- Average Grain and Fertiliser
- Variance budget vs revised forecast and actuals to date
  - Statement of Position
    - Milk Tracker

# Cashflow Report

Actuals + Forecast for the period ending 30 June 2025  
Actuals to 30 June 2024



	Jul 24	Aug 24	Sep 24	Oct 24	Nov 24	Dec 24	Jan 25	Feb 25	Mar 25	Apr 25	May 25	Jun 25	Total
	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	
<b>Income</b>													
<b>Livestock Sales And Purchases Tracker</b>													
<b>Income</b>													
- Milker - Sales	6,600	6,600	2,200	14,300	-	36,300	5,500	22,000	16,500	-	11,000	22,000	143,000
Quantity	6	6	2	13	-	33	5	20	15	-	10	20	130
- Heifers +13 months - Sales	96,000	132,000	-	-	-	2,400	-	-	-	-	120,000	-	350,400
Quantity	80	60	-	-	-	1	-	-	-	-	50	-	191
- Bull - Sales	-	4,000	-	-	-	-	-	-	-	-	-	-	4,000
Quantity	-	1	-	-	-	-	-	-	-	-	-	-	1
- Yearlings/calves 1-2 months - Sales	-	-	-	3,880	2,320	1,680	-	4,000	-	15,040	-	-	26,920
Quantity	-	-	-	97	58	42	-	2	-	16	-	-	215
<b>Income Total</b>	<b>102,600</b>	<b>142,600</b>	<b>2,200</b>	<b>18,180</b>	<b>2,320</b>	<b>40,380</b>	<b>5,500</b>	<b>26,000</b>	<b>16,500</b>	<b>15,040</b>	<b>131,000</b>	<b>22,000</b>	<b>524,320</b>
<b>Costs</b>													
- Bull - Purchases	-	-	-	6,000	-	-	-	-	-	-	-	-	6,000
Quantity	-	-	-	3	-	-	-	-	-	-	-	-	3
<b>Costs Total</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>6,000</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>6,000</b>
<b>Livestock Sales And Purchases Tracker Cash Profit</b>	<b>102,600</b>	<b>142,600</b>	<b>2,200</b>	<b>12,180</b>	<b>2,320</b>	<b>40,380</b>	<b>5,500</b>	<b>26,000</b>	<b>16,500</b>	<b>15,040</b>	<b>131,000</b>	<b>22,000</b>	<b>518,320</b>
<b>Milk Income</b>													
Income	394,120	335,049	315,469	333,002	275,739	260,606	132,475	82,770	168,139	363,699	400,562	462,462	3,524,092
<b>Milk Income Cash Profit</b>	<b>394,120</b>	<b>335,049</b>	<b>315,469</b>	<b>333,002</b>	<b>275,739</b>	<b>260,606</b>	<b>132,475</b>	<b>82,770</b>	<b>168,139</b>	<b>363,699</b>	<b>400,562</b>	<b>462,462</b>	<b>3,524,092</b>
<b>Gross Profit</b>	<b>496,720</b>	<b>477,649</b>	<b>317,669</b>	<b>345,182</b>	<b>278,059</b>	<b>300,986</b>	<b>137,975</b>	<b>108,770</b>	<b>184,639</b>	<b>378,739</b>	<b>531,562</b>	<b>484,462</b>	<b>4,042,412</b>
<b>Operating Expenses</b>													
<b>Herd Costs</b>													
- AI/Semen	-	-	-	-	-	-	5,000	-	-	-	-	55,000	60,000
- Herd Test	-	1,000	-	650	-	-	-	8,200	-	2,000	-	-	11,850

# Cashflow Report

Actuals + Forecast for the period ending 30 June 2025  
Actuals to 30 June 2024



	Jul 24	Aug 24	Sep 24	Oct 24	Nov 24	Dec 24	Jan 25	Feb 25	Mar 25	Apr 25	May 25	Jun 25	Total
	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	
- Veterinary Fees	5,175	10,600	2,000	4,500	7,590	-	16,900	16,500	-	9,800	-	-	73,065
- Other Breeding Costs	-	-	560	840	33	-	-	830	-	5,000	10,800	-	18,063
- Drugs and animal health treatments	1,000	900	-	-	6,500	-	1,800	1,098	-	680	8,000	-	19,978
- Milk Powder	-	-	-	-	-	850	-	-	40	-	-	-	890
- Bedding	-	-	-	5,640	1,880	-	-	-	-	-	-	-	7,520
- Other Calf Rearing Costs	-	-	-	1,385	550	220	25	220	-	-	11,280	-	13,680
- Other Herd Costs	955	-	-	-	-	-	-	1,879	-	-	-	-	2,834
<b>Herd Costs Total</b>	<b>7,130</b>	<b>12,500</b>	<b>2,560</b>	<b>13,015</b>	<b>16,553</b>	<b>1,070</b>	<b>23,725</b>	<b>28,727</b>	<b>40</b>	<b>17,480</b>	<b>30,080</b>	<b>55,000</b>	<b>207,880</b>
<b>Home Grown Feed Costs</b>													
- Fertiliser - Urea	18,000	18,000	18,000	36,000	18,000	-	-	-	-	-	18,000	18,000	144,000
- Fertiliser - Nitrogen Blends	-	-	-	-	16,500	55,000	-	-	2,200	2,200	2,200	-	78,100
- Fertiliser - Lime & Gypsum	-	-	-	-	-	8,600	-	-	16,000	-	-	-	24,600
- Effluent Spreading/Disposal	8,000	-	-	-	-	6,000	-	-	-	-	-	-	14,000
- Other Fertiliser Costs	-	-	-	-	-	9,542	1,107	-	-	-	-	-	10,649
- Water Authority Rates	-	-	-	-	2,415	-	2,415	-	2,415	-	2,196	-	9,441
- Temporary Water Purchases	-	-	-	-	290	-	290	-	290	-	290	-	1,160
- Electricity - Pumping Costs	280	225	450	1,200	1,200	2,025	1,025	1,755	4,000	2,050	18,000	-	32,210
- Diesel - Pumping Costs	-	-	-	-	700	2,500	-	-	2,500	-	6,800	-	12,500
- Silage Making	-	-	4,000	-	62,000	9,200	14,000	52,000	5,600	35,000	-	-	181,800
- Seed	-	-	-	-	1,500	2,500	-	-	-	-	-	-	4,000
- Weed & Pest Control	875	-	2,000	1,160	2,000	8,700	8,500	-	1,025	12,000	4,000	-	40,260
- Pasture & Cropping Costs	145	3,165	-	13,865	750	8,375	16,400	900	-	38,000	35,000	-	116,600
- Diesel	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	60,000
- Unleaded	666	666	666	666	666	666	666	666	666	666	666	674	8,000
- Oil/Grease	-	-	655	-	-	-	-	-	-	-	83	-	738
<b>Home Grown Feed Costs Total</b>	<b>32,966</b>	<b>27,056</b>	<b>30,771</b>	<b>57,891</b>	<b>111,021</b>	<b>118,108</b>	<b>49,403</b>	<b>60,321</b>	<b>39,696</b>	<b>94,916</b>	<b>92,235</b>	<b>23,674</b>	<b>738,058</b>



# Reports

- Updated quarterly or as required
- Links the physical information as well as financial information
- Clear understanding of cost of production per milk solid
- % of income spent different cost categories
- Net Profit left for capital expenditure, taxation and drawings
- Variance report showing budget to actual



**Production Report**  
 Actuals + Forecast for the period ending 30 June 2025  
 Actuals to 30 June 2024  
 Profit & Loss, Cash basis



	Kilograms of Milk		Hectares	Peak Cows Milked	% of Income
	2025	2025	2025	2025	2025
	86,242 Kg		115 ha	150 Cows	\$710,085
<b>Income</b>	Total \$	\$/Kg	\$/ha	\$/cow	%
<b>Livestock Sales And Purchases</b>					
Income					
<b>Livestock Sales And Purchases Cash Profit</b>	14,000	0.16	121.74	93.33	1.97
<b>Milk Income</b>	14,000	0.16	121.74	93.33	1.97
Income					
<b>Milk Income Cash Profit</b>	696,085	8.07	6,052.91	4,640.56	98.03
<b>Gross Profit</b>	696,085	8.07	6,052.91	4,640.56	98.03
<b>Operating Expenses</b>	710,085	8.23	6,174.65	4,733.90	100.00
<b>Herd Costs</b>					
Home Grown Feed Costs	13,816	0.16	118.40	90.77	1.92
Other Feed	103,213	1.20	897.50	688.09	14.54
Repairs and Maintenance	276,910	3.21	2,407.91	1,846.07	39.00
Staff Costs	33,404	0.39	290.47	222.69	4.70
Shed Expenses	57,470	0.67	499.74	383.13	8.09
Other Overheads	26,269	0.30	228.43	175.13	3.70
<b>Operating Expenses</b>	53,142	0.62	462.10	354.28	7.48
<b>Operating Surplus</b>	564,024	6.54	4,904.56	3,760.16	79.43
<b>Non Operating Income</b>	146,061	1.69	1,270.09	973.74	20.57
Other Non-Operating Income					
<b>Non Operating Income</b>	4,871	0.06	42.36	32.47	0.69
<b>Non Operating Expenses</b>	4,871	0.06	42.36	32.47	0.69
Interest					
<b>Non Operating Expenses</b>	73,400	0.85	638.26	489.33	10.34
<b>Net Profit</b>	73,400	0.85	638.26	489.33	10.34
	77,532	0.90	674.19	516.88	10.92

# Tracking Inputs

## and Milk Production

### Tracking of Physical data

- Tonnes purchased - feed and fertiliser
- Livestock sales and purchases
- Milk solids and income
- Reports on quantities and average cost/sale price

052	Purchased Feed Costs All purchased feeds including cartage, feed additives and agistment	Direct Costs	GST on Expenses
052/01	- Concentrate - Barley Barley Purchases	Direct Costs	GST on Expenses
052/02	- Concentrate - Corn Corn Purchases	Direct Costs	GST on Expenses
052/03	- Concentrate - Protein (Canola) Protein Purchases	Direct Costs	GST on Expenses
052/04	- Concentrate - Wheat Wheat Purchases	Direct Costs	GST on Expenses
052/05	- Concentrate - Pellets and Blends Pellet Purchases	Direct Costs	GST on Expenses
052/06	- Concentrate - Lead Feed Lead Feed Purchases	Direct Costs	GST on Expenses
052/07	- Purchased Fodder - Hay Hay purchases	Direct Costs	GST on Expenses
052/08	- Purchased Fodder - Silage Silage Purchases	Direct Costs	GST on Expenses
052/09	- Purchased Fodder - Haylage Haylage Purchases	Direct Costs	GST on Expenses
052/10	- Purchased Fodder - Almond Hull Almond Hull Purchases	Direct Costs	GST on Expenses



### Milk Income

Forecast for the period ending June 25

#### Milk Season 2025

Operation Type  
Production (kg)  
Milking Platform (ha)

Farm Owner  
87,357  
116

Peak Cows  
Milk income  
Average Milk Price (\$/kg)

150  
\$695,341  
7.96

Stocking Rate  
kg/Milking Platform  
kg/cow

1.29  
753.08 kg/ha  
582.38

Month	Production (kg)	Monthly Milk Price (\$/kg)	Standard Payment	Step-up (\$/kg)	Incentives (Total \$)	Further Payments	Total Payment	
July 24	9,051	7.88	71,322	0.00	0.00	0	71,322	
August 24	8,866	7.97	70,662	0.00	0.00	0	70,662	
September 24	8,683	8.04	69,811	0.00	0.00	0	69,811	
October 24	8,998	8.07	72,614	0.00	0.00	0	72,614	
November 24	8,556	8.07	69,047	0.00	0.00	0	69,047	
December 24	7,489	8.07	60,477	0.00	0.00	0	60,477	
January 25	7,144	7.95	56,938	0.00	0.00	0	56,938	
February 25	7,489	7.89	59,538	0.00	0.00	0	59,538	
March 25	5,284	7.88	41,638	0.00	0.00	0	41,638	
April 25	3,711	7.90	29,317	0.00	0.00	0	29,317	
May 25	4,348	7.95	34,567	0.00	0.00	0	34,567	
June 25	6,913	7.90	54,613	0.00	0.00	0	54,613	
Total	87,357	7.92	695,341	0.00	0.00	0	695,341	
							Average Milk Price (\$/kg)	7.96

# Milk Price Comparative

## Milk Price Comparative

23/24 Production	ACM	ADFC	Bega	Bulla	DFMC	Frestine	Saputo	SWDL	UDC
<b>Client 34</b>									
Production	694,661								
Litres	56,275								
Milksolids	32,746								
Fat	23,529								
Protein									

NOTE: If prices are not indicated for a processor, the supply is outside of the collection zone or you do not fit the criteria as per the statement of circumstances. If prior year price is not provided this is due to a significant change in the milk pricing mechanism for the processor. It is important to understand the difference to the average when comparing processors. The further ahead of the average the better which means the pricing model may suit your curve and components. This will have an impact if the price moves when comparing processors. Frestine and National Milk do not have an average milk price however adhere to the minimum price requirements as per the Dairy Code of Conduct.

Income - after levies, ex GST, incl charges	\$ 493,708	\$ 522,370	\$ 494,159	\$ 514,981	\$ 489,536	\$ 503,723	\$ 497,341	\$ 503,776	\$ 518,003
Total - after levies, ex GST, incl charges									

Milk Price Per kgMS - after levies, ex GST, incl charges	ACM	ADFC	Bega	Bulla	DFMC	Frestine	Saputo	SWDL	UDC
Processor advertised average milk price - before levies 23/24	\$ 9.10	\$ 9.40	\$ 9.00	\$ 9.30	\$ 8.90	\$ -	\$ 9.05	\$ 9.00	\$ 9.20
Prior Year price 22/23	\$ -	\$ 9.93	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 9.60	\$ 10.04
Y1 price 23/24	\$ 8.77	\$ 9.28	\$ 8.78	\$ 9.15	\$ 8.70	\$ 8.95	\$ 8.84	\$ 8.95	\$ 9.20
Y2 price 24/25	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Y3 price 25/26	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Y1 Difference to advertised average	\$ 0.33	\$ 0.12	\$ 0.22	\$ 0.15	\$ 0.20	\$ -	\$ 0.21	\$ 0.05	\$ 0.00



- Several processors/milk buyers in South West Victoria
- Milk price comparison to ensure the best milk price for your farm
- Provides a summary of options for you to discuss with processors/milk buyers of your choice
- Ensure consistency and transparency with comparisons
- Have comfort that you are with the right processor for your farm



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Contact us today [agribusiness@mhfg.com.au](mailto:agribusiness@mhfg.com.au)  
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