



Michael Mc Keon

Cashflow Analysis

Updated Outlook & Cashflow

Why?

- Feed Ingredients – Upward Pressure
- Energy costs - Upward pressure
- Pig Price - Slower rate of increase

Updated Outlook - Feed

Soyabean



- China is expected to import 97Mt vs 100 Mt.
- S American drought reduced yields
 - Brazil forecast 144 MT, expected 133 MT
 - Argentina 10% drop compared to 2021
- Current Irish price increases
 - Soyabean €515-€520 = + €50/t
 - Soya oil €1400 = + €500/t

Updated Outlook - Feed

Wheat/Barley



- EU crops looking good, area planted stable & total output similar to 2021
- France currently struggling to reach export target – may be a bright light
- US winter wheat rating at only 44% good-excellent. Still early in the season
- USDA now estimate closing stock lowest in 5 years

Updated Outlook - Feed

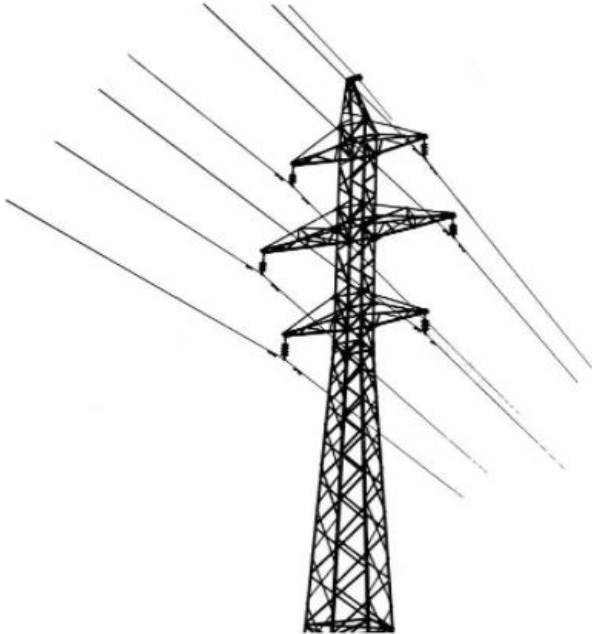
Maize



- A good SA maize yield was required to put downward pressure on wheat
- Current drought may reduce yields
- The Brazilian *Safrinha* crop (planted after soyabean) will be important to determine global reserves

Updated Outlook - Energy

Energy



- Rising international energy prices
- Energy suppliers breaking contracts due to *force majeure*
- Energy & transport combined increase of 5c/kg in 2022

Updated Outlook – Pig Price

Pig Price



- Sow herd contractions in Netherlands, Poland, Germany
- Price to rise as the year goes on but at a slower pace due to Chinese
- Chinese slaughterings in Q4 2021 were falling but still up 0.8Mt versus Q4 2020.
- Full impact on Irish price may be felt in Q3 rather than Q2

Updated Outlook – Cashflow

Teagasc Cashflow Forecast for 600 sow unit purchasing compound feed: Jan 2022- Dec 2022

Date: 11-02-2022

Feed	Jan	Feb	Mar	April	May	June	July	Aug	Sept	Oct	Nov	Dec	Ave
Composite Price	382	393	393	423	423	423	423	403	403	383	383	383	€401
Feed Tons / Mth	425	425	425	425	425	425	425	425	425	425	425	425	
Total Feed Cost	€162,350	€167,025	€167,025	€179,775	€179,775	€179,775	€179,775	€171,275	€171,275	€162,775	€162,775	€162,775	
Feed Cost c/kg	132	136	136	146	146	146	146	139	139	132	132	132	138
Non feed Cost	€64,064	€64,064	€64,064	€64,064	€64,064	€64,064	€64,064	€64,064	€64,064	€64,064	€64,064	€64,064	
Total Cost	€226,414	€231,089	€231,089	€243,839	€243,839	€243,839	€243,839	€235,339	€235,339	€226,839	€226,839	€226,839	
Pigmeat kg	123,200	123,200	123,200	123,200	123,200	123,200	123,200	123,200	123,200	123,200	123,200	123,200	
Price c/kg	€1.42	€1.42	€1.42	€1.46	€1.54	€1.62	€1.66	€1.66	€1.74	€1.74	€1.74	€1.78	€1.60
Total Income	€174,944	€174,944	€174,944	€179,872	€189,728	€199,584	€204,512	€204,512	€214,368	€214,368	€214,368	€219,296	
Surplus / Deficit	-€51,470	-€56,145	-€56,145	-€63,967	-€54,111	-€44,255	-€39,327	-€30,827	-€20,971	-€12,471	-€12,471	-€7,543	-€37,475
Cumulative	-€51,470	-€107,615	-€163,760	-€227,727	-€281,838	-€326,093	-€365,420	-€396,247	-€417,218	-€429,689	-€442,160	-€449,703	

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Updated Outlook – Cashflow

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Cumulative	-€107,615	-€227,727

Updated Outlook – Cashflow

Feed	Feb	April	Dec	Ave
Composite Price	393	423	383	€401
Feed Tons / Mth	425	425	425	
Total Feed Cost	€167,025	€179,775	€162,775	
Feed Cost c/kg	136	146	132	138
Non feed Cost	€64,064	€64,064	€64,064	
Total Cost	€231,089	€243,839	€226,839	
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Updated Outlook – Cashflow

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Composite Price	393	423	383	€401
Feed				
Total				
Feed				
Non	<p><u>Jan 2022 – Dec 2022</u></p> <p>Ave Loss/sow = - €750</p> <p>National Sow Herd Size = 145,000</p> <p>Total Producer Loss = - €109 Million</p>			
Total				
Pign				
Pric				
Total				
Surplus / Deficit	-€56,145	-€63,967	-€7,543	-€37,475
Cumulative	-€107,615	-€227,727	-€449,703	

Updated Outlook – Cashflow

Feed	Feb	April	Dec	Ave
Composite Price	393	423	383	€401
Feed				
Total				
Feed				
Non	<p><u>Sept 2021 – Aug 2022</u></p> <p>Ave Loss/sow = - €880</p> <p>National Sow Herd Size = 145,000</p> <p>Total Producer Loss = - €128 Million</p>			
Total				
Pign				
Pric				
Total				
Surplus / Deficit	-€56,145	-€63,967	-€7,543	-€37,475
Cumulative	-€107,615	-€227,727	-€449,703	

Calculating Your Loss



PIG RECORDING SYSTEM on PM

Pig Detailed Integrated Herd Report

Farmer: Advisor: Michael McKeon

Farm Code: Date:

	29/01/2021	01/04/2021	01/07/2021	07/10/2021	29/01/2021	TARGETS
PERIOD FROM	29/01/2021	01/04/2021	01/07/2021	07/10/2021	29/01/2021	
PERIOD TO	31/03/2021	30/06/2021	06/09/2021	05/10/2021	05/01/2021	
NUMBER OF WEEKS	9.0	13.0	14.0	13.0	49.0	

KEY PERFORMANCE INDICATORS

NO. PIGS PRODUCED / SOW / YEAR	27.7	28	30.1	30.6	29.3	29
PIG MEAT PER SOW PER YEAR kg	2367	2452	2620	2601	2564	2501
TOTAL FEED PER SOW PER YEAR TONNES	9.70	9.64	9.48	9.16	9.78	9.52

STOCKS AND BALANCES

TOTAL OPENING STOCKS	6610	6659	6595	6308	6610	
TOTAL CLOSING STOCKS	6659	7150	6308	7053	7053	
TOTAL BALANCE	0	0	0	0	0	
SOW BALANCE	0	0	0	0	0	
PIGLET BALANCE	0	0	0	0	0	
WEANER BALANCE	0	0	0	0	0	
FINISHER BALANCE	0	0	0	0	0	

PRODUCTION

AVERAGE HERD SIZE	434	437	444	446	441	440
ADJUSTED HERD SIZE	437	435	440	440	436	
AVERAGE MAIDEN GLTS	% 9.3	7.1	10.6	9.3	9.1	13
SOW CULLING	% 47.9	41.3	45.4	40	40.9	40
SOW MORTALITY					7.5	4
NO GLTS SERVED PER WEEK					5	4.4
TOTAL SERVICES PER WEEK					22.9	22.3
FARROWINGS PER WEEK					20.4	20.1

LITTERS PER SOW PER YEAR	2.37	2.31	2.52	2.47	2.42	2.38
NO. EMPTY DAYS PER LITTER	7	9	2	5	6	10
AVERAGE WEANING AGE	Days 32	34	38	38	30	20
CONCEPTION RATE	% 96.5	99	96.4	96.3	96.3	94
FARROWING RATE APPROX.	%	93.1	94	94.4	91.8	90

BORN ALIVE PER LITTER	13.82	14.3	14.37	14.82	14.34	14
BORN DEAD PER LITTER	0.82	0.8	0.85	0.86	0.83	0.8
PRE-WEANING MORTALITY	% 11.2	8.5	10.8	10.3	10.4	10
NO. WEANED PER LITTER	11.9	12.3	12.3	12.4	12.3	12.8

WEANER MORTALITY	% 2.87	4	4.51	3.36	3.76	1.8
FINISHER MORTALITY	% 2.30	2.3	2.87	2.59	2.5	1.5

NO. PIGS PRODUCED	2097	3045	3067	3367	12078	12034
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NO. PIGS SOLD	2048	2754	2834	2642	10278	
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NO. PIGS PRODUCED / SOW / YEAR	27.7	28	30.1	30.6	29.3	29
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PIG MEAT PER SOW PER YEAR	kg 2367	2452	2620	2601	2564	2501
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PM Report

PM Report

TEAGASC CURRENT COST RECKONER			
FEED PRICES PER TONNE €		YOUR PRODUCTION EFFICIENCIES	
CREEP	1000	NO. PIGS PER SOW PER YEAR	29.5
LINK	742	FEED PER SOW PER YEAR T	1.45
WEANER	429	CREEP FEED PER PIG KG	5
DRY SOW	338	LINK FEED PER PIG KG	4
LACTATING	374	WEANING WEIGHT KG	8
FINISHER			
COMPOSITE			
FEED COST PER			
Teagasc Ready Reckoner			
FINISHER SALE WEIGHT (DEAD)KG		97	
KILL OUT %		77	
FEED AVE COST/TON		360.4	
SUMMARY			
FEED COST PER KG DEAD c		128.6	
MARGIN OVER FEED PER KG c		13.4	
NON-FEED COST INCL BANK		40.5	
TOTAL COST /KG		169.1	
FINISHER PIG PRICE C/KG		142	
PROFIT C/KG		-27.10	
PROFIT PER PIG SOLD €		-26.29	

Teagasc Ready Reckoner

FEED PRICES PER TONNE €	
CREEP	1001
LINK	708
WEANER	412
DRY SOW	304
LACTATING	339
FINISHER	365
COMPOSITE	377.5
FEED COST PER KG DEAD c	136.2

YOUR PRODUCTION EFFICIENCIES	
NO.PIGS PER SOW PER YEAR	29.5
FEED PER SOW PER YEAR T	1.45
CREEP FEED PER PIG KG	3
LINK FEED PER PIG KG	7
WEANING WEIGHT KG	8
WEANER TRANSFER WEIGHT KG	37
WEANER FCE	1.9
FINISHER FCE	2.75
FINISHER SALE WEIGHT (DEAD)KG	90
KILL OUT %	76.5

FEED USAGE COST			FEED COST/KG
	Used kg	€	
DRY SOW	29.5	8.97	136.2
LACT SOW	19.7	6.68	
CREEP	3	3	
LINK	7	4.96	
WEANER	43.7	18	
FINISHER	221.8	80.96	
TOTAL	324.7	122.57	
FEED AVE COST/TON		377.5	

SUMMARY	
FEED COST PER KG DEAD c	136.2
MARGIN OVER FEED PER KG c	5.8
NON-FEED COST INCL BANK	52
TOTAL COST /KG	188.2
FINISHER PIG PRICE C/KG	142
PROFIT C/KG	-46.20
PROFIT PER PIG SOLD €	-41.58



Thank you for your attention!