

TABLE C4. Upland cattle gross margins in Wales, 2018/19.

Herd Size	<40	>40	All herds
Number of herds	25	24	49
Average farm area - actual hectares	99	131	122
- effective hectares	92	120	113
Average size of farm business (SO)	61,427	115,133	94,055
Average size of herd (numbers)	26	61	46
Calves reared per cow	0.91	0.89	0.89
Finished cattle sale price - £/head	1,191	1,214	1,211
Store cattle sale price - £/head	741	887	844
OUTPUT (£ per cow)			
Calf sales	162.43	125.92	136.39
Store cattle sales and transfers out	432.36	460.05	455.57
Finished cattle sales	290.90	557.86	471.39
Cow and bull sales and transfers out	132.38	140.99	151.62
Miscellaneous output	0.75	8.11	5.59
Change in valuation	-82.71	-87.03	-41.05
Less purchases	42.80	89.94	97.51
Less transfers in	117.20	130.76	147.77
Gross output	776.11	985.20	934.23
VARIABLE COSTS (£ per cow)			
Purchased concentrates	106.61	111.30	118.69
Home grown concentrates	18.62	33.22	26.95
Coarse fodder and tack	27.78	26.38	25.33
Veterinary and medicines	52.81	48.25	49.44
Other livestock costs	102.38	96.04	100.06
Allocatable contracting and hire	4.49	10.54	8.94
Total variable costs	312.69	325.73	329.41
Gross margin before forage costs	463.42	659.47	604.82
Forage variable costs per cow	212.96	184.23	192.61
Gross margin including forage costs	250.46	475.24	412.21
BEEF FORAGE VARIABLE COSTS (£ per cow)			
Fertilisers, lime and manures	103.65	83.46	89.62
Seeds	6.11	10.22	8.81
Sprays	1.53	4.47	3.35
Forage contracting	52.42	40.86	42.58
Grass keep	36.56	25.85	31.00
Other forage costs	12.69	19.37	17.25
Total forage variable costs to beef	212.96	184.23	192.61
% of forage variable costs to beef	61.75	71.33	68.88