

**TABLE C6. Hill sheep gross margins in Wales, 2017/18.**

<b>Flock Size</b>	<b>&lt;400</b>	<b>400 - 800</b>	<b>&gt;800</b>	<b>All flocks</b>
Number of flocks	56	91	51	198
Average farm area - actual hectares	113	163	358	199
- effective hectares	83	129	242	145
Average size of farm business (SO)	64,533	98,650	175,257	108,733
Average flock size (numbers)	286	571	1,253	666
Lambs reared per ewe	1.22	1.19	1.11	1.16
Finished lambs sold per ewe	0.87	0.80	0.76	0.79
<b>OUTPUT (£ per ewe)</b>				
Lamb sales - store	4.32	6.44	4.14	5.07
- finished	57.45	54.76	49.73	52.65
Breeding ewe and ram sales	5.74	6.53	5.83	6.09
Other sheep sales	7.70	9.05	7.33	8.06
Wool sales	1.56	1.66	1.46	1.55
Miscellaneous output	0.00	0.07	0.02	0.04
Change in valuation	0.60	-1.45	-0.55	-0.77
Less purchases	6.47	6.66	5.18	5.92
<b>Gross output</b>	<b>70.90</b>	<b>70.40</b>	<b>62.78</b>	<b>66.77</b>
<b>VARIABLE COSTS (£ per ewe)</b>				
Purchased concentrates	16.62	15.95	14.09	15.13
Home grown concentrates	0.19	0.14	0.20	0.17
Coarse fodder and tack	1.86	2.80	3.83	3.18
Veterinary and medicines	6.05	5.14	5.03	5.20
Other livestock costs	8.01	8.15	7.59	7.86
Allocatable contracting and hire	0.18	0.22	0.24	0.23
<b>Total variable costs</b>	<b>32.91</b>	<b>32.40</b>	<b>30.98</b>	<b>31.77</b>
<b>Gross margin before forage costs</b>	<b>37.99</b>	<b>38.00</b>	<b>31.80</b>	<b>35.00</b>
Forage variable costs per ewe	9.95	9.44	9.58	9.57
<b>Gross margin including forage costs</b>	<b>28.04</b>	<b>28.56</b>	<b>22.22</b>	<b>25.43</b>
<b>SHEEP FORAGE VARIABLE COSTS (£ per ewe)</b>				
Fertilisers, lime and manures	4.90	5.08	5.19	5.11
Seeds	0.38	0.39	0.55	0.46
Sprays	0.27	0.19	0.31	0.26
Forage contracting	2.87	1.94	1.83	2.00
Grass keep	0.74	1.22	1.23	1.17
Other forage costs	0.79	0.62	0.47	0.57
<b>Total forage variable costs to sheep</b>	<b>9.95</b>	<b>9.44</b>	<b>9.58</b>	<b>9.57</b>
% of forage variable costs to sheep	61.17	57.86	72.03	62.45