

TABLE C7. Upland sheep gross margins in Wales, 2017/18.

Flock Size	<400	>400	All flocks
Number of flocks	36	35	71
Average farm area - actual hectares	89	169	129
- effective hectares	77	160	118
Average size of farm business (SO)	96,717	189,292	142,353
Average flock size (numbers)	200	820	506
Lambs reared per ewe	1.27	1.44	1.40
Finished lambs sold per ewe	1.09	1.19	1.17
OUTPUT (£ per ewe)			
Lamb sales - store	0.53	2.86	2.39
- finished	80.24	97.61	94.12
Breeding ewe and ram sales	2.82	2.34	2.43
Other sheep sales	10.88	13.94	13.33
Wool sales	1.84	1.64	1.68
Miscellaneous output	0.01	0.00	0.00
Change in valuation	-1.38	2.99	2.12
Less purchases	14.15	18.31	17.47
Gross output	80.79	103.07	98.60
VARIABLE COSTS (£ per ewe)			
Purchased concentrates	16.37	16.75	16.67
Home grown concentrates	0.82	0.53	0.59
Coarse fodder and tack	1.26	1.98	1.84
Veterinary and medicines	6.61	6.15	6.24
Other livestock costs	10.46	9.25	9.49
Allocatable contracting and hire	0.04	0.14	0.12
Total variable costs	35.56	34.80	34.95
Gross margin before forage costs	45.23	68.27	63.65
Forage variable costs per ewe	12.03	16.52	15.62
Gross margin including forage costs	33.20	51.75	48.03
SHEEP FORAGE VARIABLE COSTS (£ per ewe)			
Fertilisers, lime and manures	5.70	7.60	7.22
Seeds	0.47	1.05	0.93
Sprays	0.29	0.50	0.46
Forage contracting	2.94	3.90	3.71
Grass keep	1.50	2.81	2.54
Other forage costs	1.13	0.66	0.76
Total forage variable costs to sheep	12.03	16.52	15.62
% of forage variable costs to sheep	34.28	57.16	45.56