

TABLE C6. Hill sheep gross margins in Wales, 2011/2012.

Flock Size	<400	400 - 800	>800	All flocks
Number of flocks	74	105	69	247
Average farm area - actual hectares	100	152	366	196
- effective hectares	76	127	251	146
Average size of farm business (ESU)	21	38	69	41
Flock size (numbers)	265	567	1,334	693
Lambs reared per ewe	1.20	1.19	1.16	1.18
Finished lambs sold per ewe	0.77	0.89	0.89	0.88
OUTPUT (£ per ewe)				
Lamb sales - store	5.82	3.46	4.28	4.17
- finished	53.12	62.95	62.71	61.68
Breeding ewe and ram sales	5.82	9.64	5.89	7.19
Other sheep sales	10.35	10.59	9.76	10.12
Wool sales	2.21	2.28	2.03	2.14
Miscellaneous output	0.24	0.11	0.15	0.15
Change in valuation	5.79	2.45	4.13	3.74
Less purchases	9.04	9.66	11.70	10.69
Gross output	74.31	81.82	77.25	78.50
VARIABLE COSTS (£ per ewe)				
Purchased concentrates	12.10	13.33	13.13	13.09
Home grown concentrates	0.05	0.18	0.29	0.23
Coarse fodder and tack	1.71	2.73	3.85	3.22
Veterinary and medicines	4.72	4.30	3.90	4.13
Sheep other livestock costs	5.70	6.84	5.67	6.08
Allocatable contracting	0.03	0.10	0.09	0.09
Total variable costs	24.31	27.48	26.93	26.84
Gross margin before forage costs	50.00	54.34	50.32	51.66
Forage variable costs per ewe	9.05	12.05	13.08	12.26
Gross margin including forage costs	40.95	42.29	37.24	39.40
SHEEP FORAGE VARIABLE COSTS (£ per ewe)				
Fertilisers, lime and manures	5.02	6.64	6.05	6.14
Seeds	0.32	0.50	0.44	0.45
Sprays	0.19	0.18	0.24	0.21
Forage contracting	2.13	2.26	1.89	2.04
Grass keep	0.69	1.71	3.93	2.79
Other forage costs	0.70	0.76	0.53	0.63
Total forage variable costs to sheep	9.05	12.05	13.08	12.26
% of forage variable costs to sheep	51.70	60.21	68.04	60.06