

Animal &
Grassland Research
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Programme



Teagasc

e-Profit Monitor Analysis Drystock Farms 2018



AGRICULTURE AND FOOD DEVELOPMENT AUTHORITY

Teagasc

e-Profit Monitor Analysis Drystock Farms 2018

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Foreword

This year's analysis of the 2018 beef and sheep eProfit Monitors is made up of 1,815 beef farms and 863 sheep farms from across the country. It also looks at the eProfit Monitors from 1,508 beef and 468 sheep farms that completed data for both 2017 and 2018 and compares the differences in output, costs and profits on those farms from one year to the next.

Drystock farmers that have completed a Teagasc eProfit Monitor for 2018 should benchmark their farms' analysis with the enterprise in this booklet that best matches their own. To aid this we have included beef and sheep tables behind the back cover that you can fill in from your own analysis. By folding this out you can then compare your farms figures with any of the tables in the booklet.

Where the Top 1/3 of farmers figures are presented in the tables this refers to the Top 1/3 of farms within an enterprise when the farms were ranked on their gross margin per hectare excluding any premia payments. Gross margin excluding premia per hectare is an important indicator because it highlights the current level of technical efficiency at which the enterprise is operating as well as showing the potential for improvement. There is a high correlation between this figure and net profit per hectare.

The Appendix Tables include more detailed analysis of the different enterprises and show the range in both physical and financial performance that exists from the top to the bottom farms when they were ranked on gross margin excluding premia per hectare. They also have more detail on the breakdown of the variable and fixed costs per hectare for beef and sheep farms in 2018.

Pearse Kelly, Head of Drystock Knowledge Transfer



Suckling to Beef Farms 2018



Beef farms that have a suckler cow herd and where the progeny of the herd are brought through to slaughter.

Suckling to Beef Farms 2018

- The higher output on the top farms reflected a higher stocking rate (+0.37 LU/ha), a higher output per livestock unit (+43kg) and a higher output value per kg (+7c /kg LW).
- The top 1/3 of farms generated a gross output of €1,869 per hectare compared to €1,338 on the average farms, a difference of €531 per hectare.
- Liveweight output per hectare on the top 1/3 of farms was 821 kg or 36% higher (+216 kg) than on the average farm (605 kg per ha).
- Average suckler to beef farms had lower variable costs than the top farms at €777 versus €887 per hectare. However, as a percentage of gross output they accounted for 59% on the average farms compared to 47% of the output on the top farms.
- The gross margin was €982 per hectare on the top 1/3 of suckler to beef farms which was 76% higher or €421 per hectare higher than those on the average farms.
- Weather events in 2018 appear to have impacted on both financial and physical performance on farms. A late spring and a prolonged summer drought curtailed weight gains at grass and use of extra concentrate and fertiliser increased variable costs.
- Feed, fertiliser and contractor costs accounted for 77% of all variable costs in 2018.
- The average suckler to beef farm in 2018 generated a net profit of €30 per hectare excluding premia compared to €383 per hectare on the top 1/3 of farms.
- In real terms the top 1/3 of suckler to beef farms generated €17,414 more net profit before premia than the average of the group.

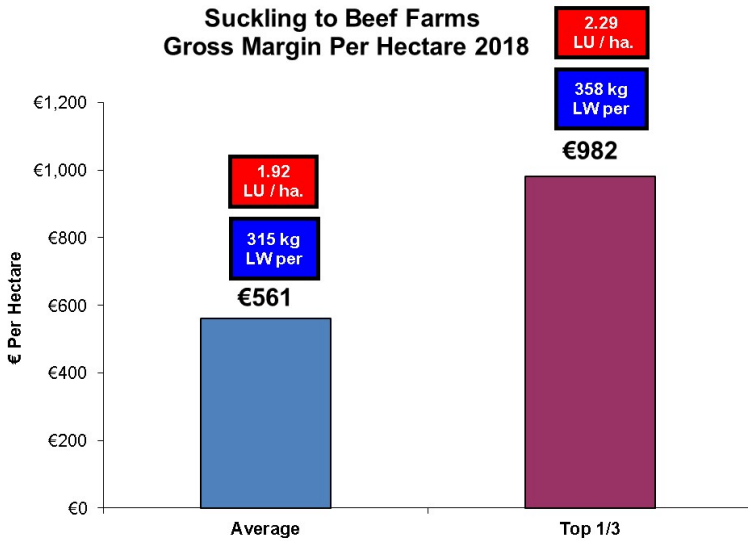
Suckling to Beef Farms 2018

Table 1 Profit Monitor per hectare analysis (492 Farms)

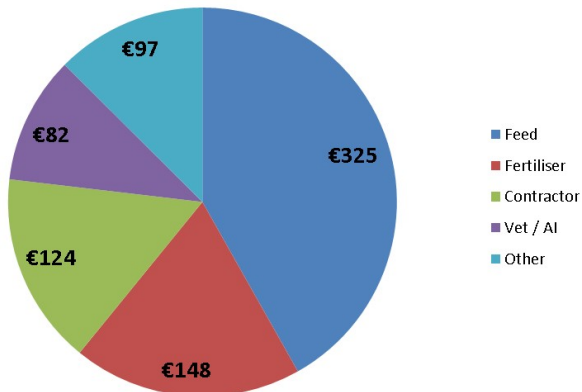
	Average	Top 1/3	Top v Average
Physical			
Farm Size (cattle ha)	48.9	49.3	+0.40
Stocking Rate (LU/ha)	1.92	2.29	+0.37
Liveweight Produced (kg/LU)	315	358	+43
Liveweight Produced (kg/ha)	605	821	+216
Financial (€ / ha.)			
Gross Output Value	€1,338	€1,869	+€531
Variable Costs	€777	€887	+€110
Gross Margin	€561	€982	+€421
Fixed Costs	€531	€599	+€68
Net Profit Excl. Premia	€30	€383	+€353
Total Premia *	€484	€490	+€6
Total Premia Retained *	106%	178%	+72%

(* Includes Basic Payment, AEOS, ANC, GLAS, BDGP, & KT payments)

Suckling to Beef Farms 2018



Suckling to Beef Variable Costs per Hectare 2018





Suckling to Weanling / Store Farms 2018

Beef farms that have a suckler cow herd and where the progeny of the herd are sold as either weanlings or stores for finishing on another farm.

Suckling to Weanling / Store Farms 2018

- The top 1/3 of producers in this system carried 23% more stock at a modest 1.83 LU per hectare versus 1.51 LU per hectare for the average. They also produced 40 kg LW per LU more than the average (328 kg v 288 kg).
- Gross output was €933 per hectare in the average group, which was €435 per hectare lower than the top 1/3 of farms (€1,368 per ha).
- The top 1/3 of farms based on output values achieved an average price per kilo LW of €2.28 compared to €2.15 per kg LW on the average farms. The top farms produced more kilograms of liveweight per hectare and received an extra 13 cent per kg on average for each kilogram produced.
- Variable costs were €549 per hectare on the average farms or 11% lower than on the top 1/3. However, as a proportion of output they accounted for 59% and 45% of the output on the average and top 1/3 of farms, respectively.
- Average fertiliser costs, feed costs (purchased forage and concentrates) and contractor charges accounted for 73% or €400 per hectare of total variable costs in 2018.
- Gross margin per hectare on the top 1/3 of suckling to weanling/store farms was almost 96% higher when compared to the average farm. The top 1/3 of farms generated a gross margin of €754 per hectare compared to €384 on the average farm.
- The gross margin on the average farms of €384 was not sufficient to cover fixed costs of €446 per hectare on these farms. The average farm therefore generated a net loss of €62 per ha before premia.
- In contrast, fixed costs on the top 1/3 of suckling to weanling/store farms were €502 per hectare, leaving a net profit before premia of €252 per hectare.
- The top 1/3 of suckler to weanling/store farms generated €10,482 more in net profit before premia compared to the average farm in the group.
- The modest level of output achieved on the suckler to weanling/store farms means that they need to focus on output per LU and stringent cost control if they hope to generate a profit from production.

Suckling to Weanling / Store Farms 2018

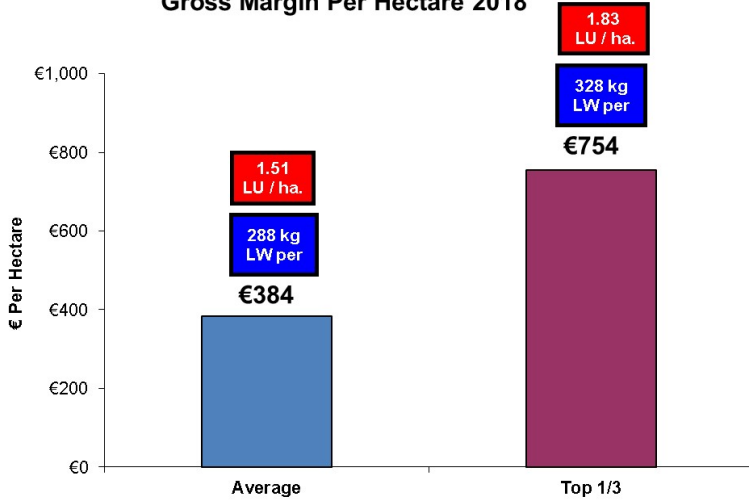
Table 2 Profit Monitor per hectare analysis (891 Farms)

	Average	Top 1/3	Top v Average
Physical			
Farm Size (cattle ha)	32.5	33.6	+1.1
Stocking Rate (LU/ha)	1.51	1.83	+0.32
Liveweight Produced (kg/LU)	288	328	+40
Liveweight Produced (kg/ha)	434	600	+166
Financial (€ / ha.)			
Gross Output Value	€933	€1,368	+€435
Variable Costs	€549	€614	+€65
Gross Margin	€384	€754	+€370
Fixed Costs	€446	€502	+€56
Net Profit Excl. Premia	-€62	€252	+€314
Total Premia *	€529	€527	-€2
Total Premia Retained *	88%	148%	+60%

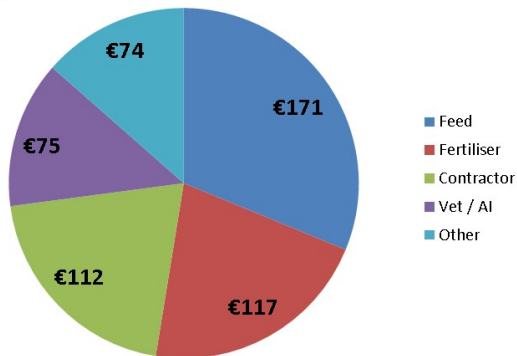
(* Includes Basic Payment, AEOS, ANC, GLAS, BDGP, & KT payments)

Suckling to Weanling / Store Farms 2018

Suckling to Weanling / Store Farms Gross Margin Per Hectare 2018



Suckling to Weanling / Store Variable Costs per Hectare 2018



Non-Breeding Beef Farms 2018



Beef farms that buy in weanlings or stores that finish them on their farm or sell them as stores. Some of these farms may have suckler cows but they make up a small proportion of their herd.

Non-Breeding Beef Farms 2018

- Stocking rate was 0.38 LU per ha higher (2.02 LU per ha on the top 1/3 of farms versus 1.64 LU per ha on the average farms).
- The increased gross output on the top performing herds came from two key areas; a higher output per LU(+118 kg), a higher stocking rate (+0.38 LU per ha)
- Output per LU was 118 kg higher than the average on the top 1/3 of farms (509 kg versus 391 kg per LU).
- The gross margin on the top 1/3 of non-breeding beef farms was €610 per hectare higher than the average (€1,209 versus €599 per ha).
- Interestingly the price achieved per kg liveweight sold was equivalent to €2.25 per kg on both the top and average farms in the sector possibly reflecting a decline in overall beef prices in the second half of 2018.
- Variable costs were €341 per hectare higher on the top 1/3 of farms but the higher output offset these costs (variable costs made up 48% of gross output on the top 1/3 versus 57% of gross output on the average farms).
- Concentrates, purchased feed and contractor accounted for 82% (€646 per ha) of variable costs on non-breeding farms. With feed accounting for 49% of total variable costs.
- The average non-breeding beef farm made a net profit of €111 per hectare whereas the significantly higher gross output on the top 1/3 of non-breeding beef farms and better cost dilution resulted in a net profit of €593 per hectare before premia.
- Even though output value per kilogram was similar on the average and top farms, the top 1/3 of farms had lower production costs of approximately 30 cent per kg LW.

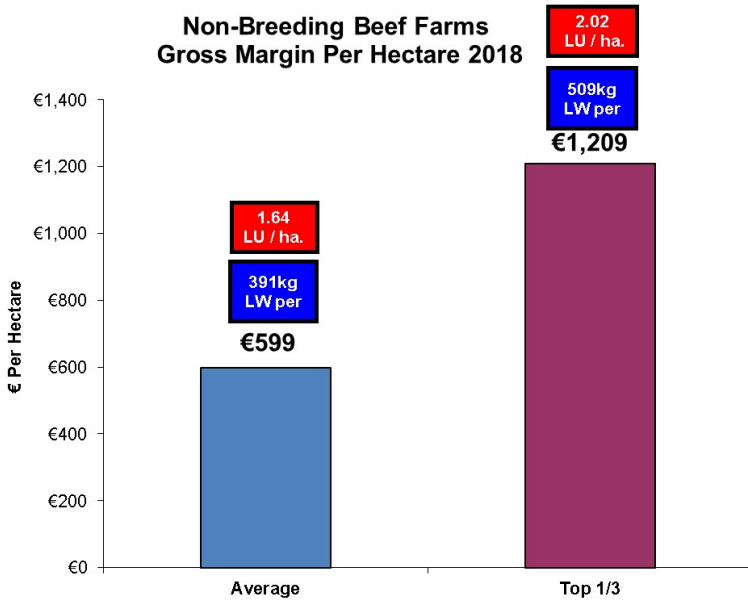
Non-Breeding Beef Farms 2018

Table 3 Profit Monitor per hectare analysis (345 Farms)

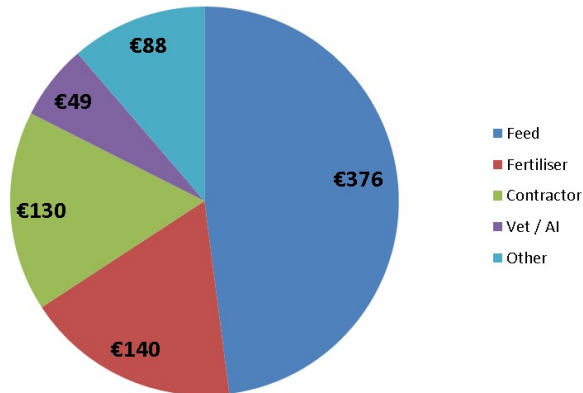
	Average	Top 1/3	Top v Average
Physical			
Farm Size (cattle ha)	36.0	34.6	-1.4
Stocking Rate (LU/ha)	1.64	2.02	+0.38
Liveweight Produced (kg/LU)	391	509	+118
Liveweight Produced (kg/ha)	642	1,028	+386
Financial (€ / ha.)			
Gross Output Value	€1,382	€2,333	+€951
Variable Costs	€783	€1,124	+€341
Gross Margin	€599	€1,209	+€610
Fixed Costs	€488	€616	+€128
Net Profit Excl. Premia	€111	€593	+€482
Total Premia *	€480	€489	+€9
Total Premia Retained *	123%	221%	+98%

(* Includes Basic Payment, AEOS, ANC, GLAS, BDGP, & KT payments)

Non-Breeding Beef Farms 2018



Non-Breeding Variable Costs per Hectare 2018



Calf to Beef Farms 2018



Beef farms that buy in calves and either finish them on their farm or sell them as stores. Some of these farms may have suckler cows but they make up a small proportion of their herd.

Calf to Beef Farms 2018

- The top 1/3 of calf to beef farms carried an impressive stocking rate of 2.37 LU per ha which is 0.4 LU per ha higher than the average farm who had an overall stocking rate of 1.91 LU per ha.
- Output per LU was 43 kg higher than the average on the top 1/3 of farms (465 kg versus 422 kg per LU). When this is combined with the higher stocking rates on the top 1/3 of farms they were producing an extra 297 kg LW per ha more than the average farm in that system.
- The gross margin on the top 1/3 of calf to beef farms was €503 per hectare higher than the average (€1,175 versus €672 per ha).
- The increased gross output on the top performing herds came from three key areas; a higher output per LU, a higher stocking rate and a higher value (27 cent) per kg liveweight sold.
- The top 1/3 of farms achieved a value of €2.14 per kg live-weight versus €1.87 per kg achieved on the average farms.
- Variable costs were €277 per hectare higher on the top 1/3 of farms but the higher output offset these costs (variable costs made up 50% of gross output on the top 1/3 versus 58% of gross output on the average farms).
- Purchased feed and concentrates accounted for 51% (€470 per ha) of variable costs on calf to beef farms. When feed, fertiliser and contractor costs are combined they make up 83% of total variable costs.
- The average calf to beef farm made a modest net profit from production of €142 per hectare whereas the significantly higher gross output on the top 1/3 of calf to beef farms and better cost dilution resulted in a net profit of €563 per hectare before premia.

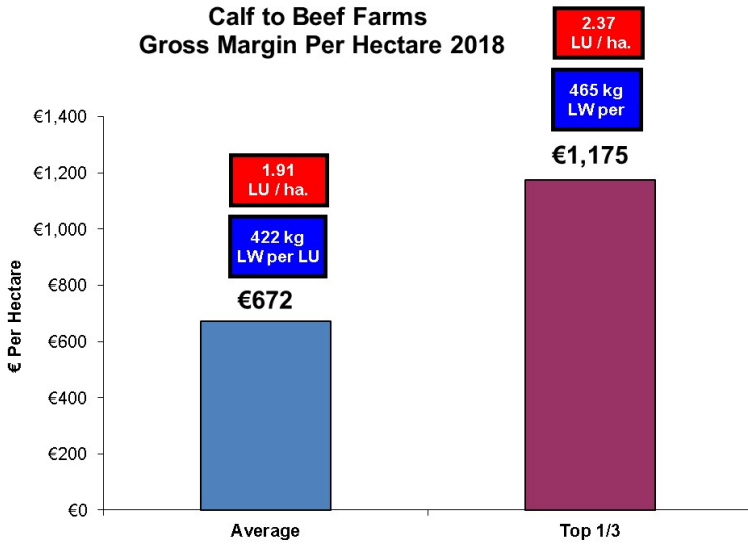
Calf to Beef Farms 2018

Table 4 Profit Monitor per hectare analysis (87 Farms)

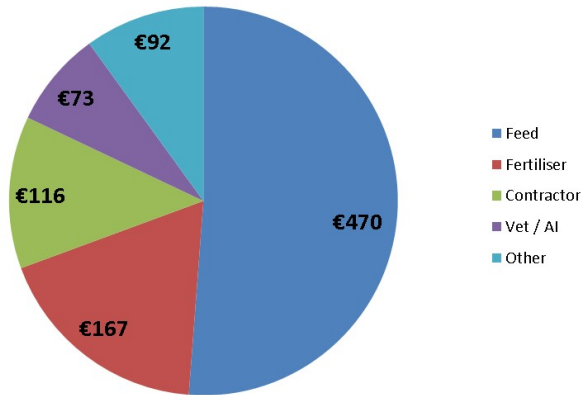
	Average	Top 1/3	Top v Average
Physical			
Farm Size (cattle ha)	38.0	32.9	-5.1
Stocking Rate (LU/ha)	1.91	2.37	+0.46
Liveweight Produced (kg/LU)	422	465	+43
Liveweight Produced (kg/ha)	806	1,103	+297
Financial (€ / ha.)			
Gross Output Value	€1,590	€2,370	+€780
Variable Costs	€918	€1,195	+€277
Gross Margin	€672	€1,175	+€503
Fixed Costs	€530	€612	+€82
Net Profit Excl. Premia	€142	€563	+€421
Total Premia*	€451	€529	+€78
Premia Retained*	132%	207%	+75%

(* Includes Basic Payment, AEOS, ANC, GLAS, BDGP, & KT payments)

Calf to Beef Farms 2018



Calf to Beef Variable Costs per Hectare 2018



Comparison – 2017 v 2018 (Beef Farms)



Where a farm completed an eProfit Monitor on their beef enterprise for both 2018 and 2017 they are included in this analysis. It includes both suckling, non-breeding beef enterprises and calf to beef farms.

Comparison – 2017 v 2018 (Beef Farms)

- Overall stocking rate between the two years was identical at 1.71 LU per ha. Output per LU (334 versus 331 kg per LU) was back by 3 kg or 1%. When translated to a per hectare basis there was only 5 kg LW per hectare advantage in 2017.
- When comparing both years the beef price achieved on a liveweight basis is approximately €2.16 per kg in both years and does not seem to pick up the fall off in price that occurred in the second half of 2018.
- The real story of 2018 was the 14% rise in variable costs. Variable costs rose by approximately €85 per ha to €707 per ha compared to €622 per ha in 2017. The poor spring in 2018, followed by the summer drought increased fertiliser and feed usage on many farms.
- Actual feed and fertiliser prices rose in 2018 compared to the 2017 figures. Cereal and straw prices in particular rose significantly in the second half of 2018.
- The rise in variable costs impacted negatively on gross margin per hectare which was 15% lower than the 2017 figure, €611 per ha versus €518 per ha in 2017 and 2018, respectively.
- Fixed costs per hectare were down slightly by €9 per ha (2%) in 2018 when compared with 2017.
- Net profit in 2018 before premia was €22 per ha down from €106 per ha recorded in 2017. Premia received between both years remained almost static at €503 and €497 per ha in 2018 and 2017, respectively.
- When premia and profit from production are combined in 2018 you are left with a net profit of €525 per ha. The 2017 figure was €603 per ha. This drop of €78 per ha in net profit including premia in 2018 is strongly associated with the increased variable costs incurred. The increase in variable costs was as a result of adverse weather conditions and an actual rise in some input costs per ton such as feed and fertiliser.

Comparison – 2017 v 2018 (Beef Farms)

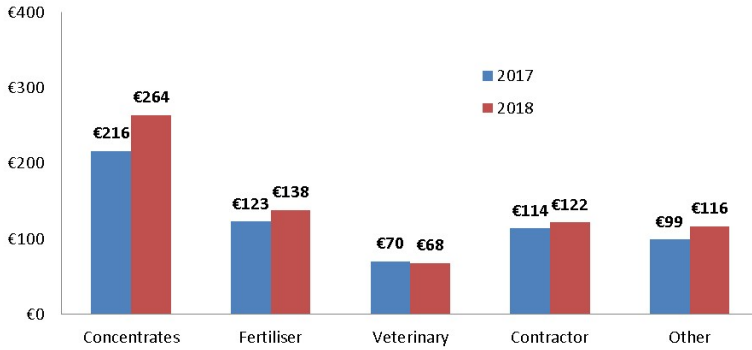
Table 5 Profit Monitor per hectare analysis (1,508 Farms)
Comparison of costs and income on the same cattle farms over two years

	2017	2018	% Change
Physical			
Stocking Rate (LU/ha)	1.71	1.71	-
Liveweight Produced (kg/LU)	334	331	-1%
Liveweight Produced (kg/ha)	571	566	-1%
Financial (€ / ha.)			
Gross Output Value	€1,233	€1,225	+1%
Variable Costs	€622	€707	+14%
Gross Margin Excl. Premia	€611	€518	-15%
Fixed Costs	€505	€496	-2%
Net Profit Excl. Premia	€106	€22	-80%
Total Premia*	€497	€503	+1%
Premia Retained*	121%	104%	-17%

(* Includes Basic Payment, AEOS, ANC, GLAS, BDGP, & KT payments)

Comparison – 2017 v 2018 (Beef Farms)

Variable Costs per Hectare - All Cattle Farms 2017 vs 2018





Lowland Sheep Farms 2018

Sheep farms that have lowland flocks of ewes. The majority of which lamb in mid-season and the lambs are finished on the farm or sold as stores.

Lowland Sheep Farms 2018

- The top 1/3 of farms had a stocking rate of 3.4 ewes per hectare higher and produced an extra 5.9 lambs per hectare (extra 0.13 lambs extra per ewe) when compared to the average farms.
- The combined effect of the higher stocking rate, higher weaning rate and higher lamb price contributed to gross output being €669 per hectare higher for the top 1/3 of farms (€1,474 versus €805 per ha).
- At €854 per hectare the gross margin for the top 1/3 of farms was €469 per hectare higher than the average (€385 per ha).
- Net profit (excluding premia payments) at €299 per hectare for the top 1/3 of lowland sheep farms was €274 per hectare higher than for the average farms (€25 per ha).
- Per ewe, variable costs were €3 lower and fixed costs were exactly the same for the top 1/3 of farms compared to the average farms.
- The gross margin per ewe on the top 1/3 of farms was €89 which was €27 per ewe higher than what was achieved on the average farms (€62 per ewe).
- Purchased feed remains the single biggest variable cost on sheep farms and at €26 per ewe this equates to almost €19 per lamb weaned.
- The cost of producing a lamb was €81 and €91 for the top 1/3 and average farms, respectively.

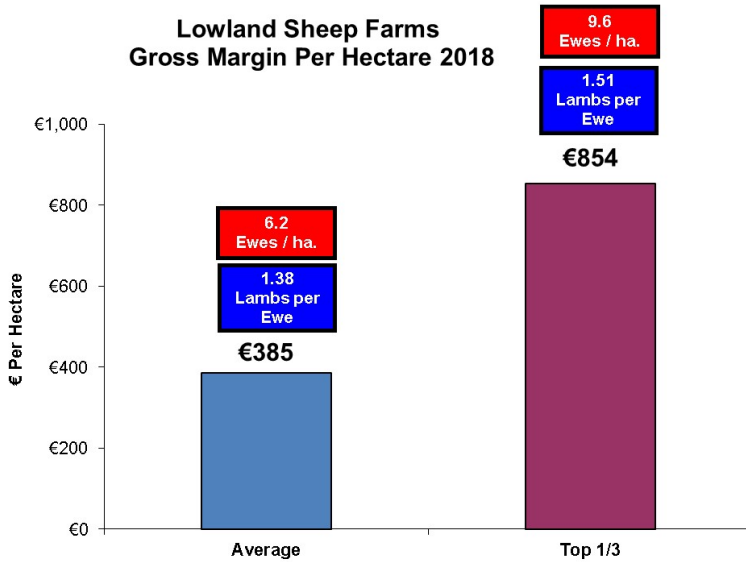
Lowland Sheep Farms 2018 (Mid-Season Flocks)

Table 6 Profit Monitor per hectare analysis (661 Farms)

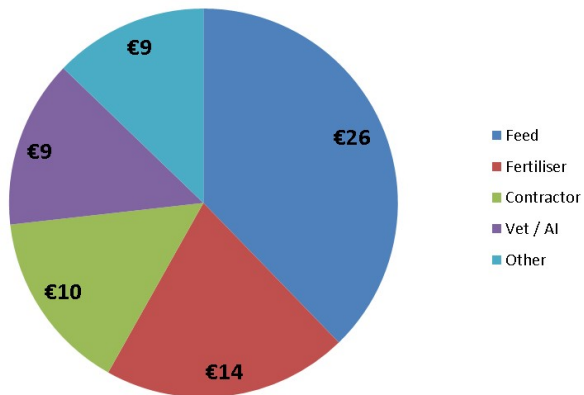
	Average	Top 1/3	Top v Average
Physical Performance			
Flock size	170	212	+42
Stocking rate (LU/ha)	1.56	2.06	+0.50
Ewes/ha	6.2	9.6	+3.40
Lambs reared per ewe to ram	1.38	1.51	+0.13
Lambs reared per hectare	8.6	14.5	+5.90
Financial (€ / ha.)			
Gross output	€805	€1,474	+€669
Variable costs	€420	€620	+€200
Gross margin	€385	€854	+€469
Fixed costs	€360	€555	+€195
Net profit Excl. premia	€25	€299	+€274
Total Premia *	€397	€438	+€41
Premia Retained*	106%	168%	+62%
Financial (€ / Ewe)			
Gross Output	€130	€154	+€24
Variable Costs	€68	€65	-€3
Gross Margin	€62	€89	+€27
Fixed Costs	€58	€58	-
Net Profit Excl. Premia	€4	€31	+€27
Average Lamb Price € / head	€99	€103	+€4


(* Includes Basic Payment, AEOS, ANC, GLAS, BDGP, & KT payments)

Lowland Sheep Farms 2018



Lowland Sheep Variable Costs per Ewe 2018



A large flock of sheep, including many with black and white faces and curved horns, are gathered in a metal pen. In the background, a person in a white shirt is visible near a stone building with a red door. The scene is set outdoors under a clear blue sky.

Hill Sheep Farms 2018

Sheep farms that have mountain or hill sheep flocks of ewes. Lambs are finished on the farm or sold as stores.

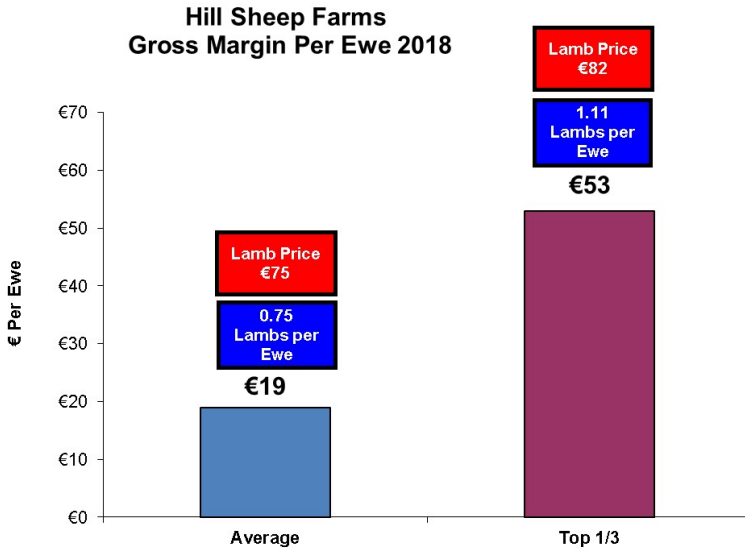
Hill Sheep Farms 2018

- The top 1/3 of hill sheep farms had an extra €22 gross output per ewe compared to the average hill sheep farm (€85 versus €63 per ewe).
- The higher gross output per ewe came from a combination of a higher number of lambs reared per ewe and a higher average lamb price.
- The top 1/3 of hill farms reared 1.11 lambs per ewe put to the ram whereas the average reared 0.75.
- The average lamb price on the top 1/3 of hill farms was €7 higher compared to the price achieved on the average of hill farms (€82 versus €75 per lamb).
- Variable costs per ewe were €12 per ewe lower for the top 1/3 of farms compared to those on the average (€32 versus €44 per ewe).
- Feed and fertiliser made up over 55% of the total variable costs per ewe. Gross margin per ewe was €34 higher for the top 1/3 of hill farms compared to the average (€53 versus €19 per ewe).
- Fixed costs were €4 lower per ewe on the top 1/3 of farms compared to the average (€44 versus €48).
- The top 1/3 of hill sheep farms made a net profit (excluding premia) of €9 per ewe, whereas the average farm made a net loss of €29 per ewe.

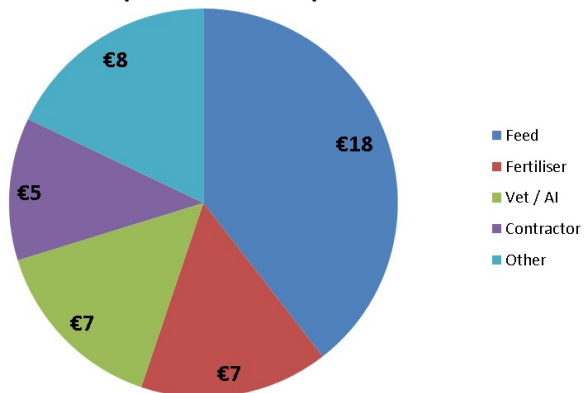
Table 7 Profit Monitor per ewe analysis (202 Farms)

	Average	Top 1/3	Top v Average
Physical Performance			
Flock size	117	149	+32
Lambs reared per ewe to ram	0.75	1.11	+0.36
Average Lamb Price € / head	€75	€82	+€7
Financial (€ / Ewe)			
Gross Output	€63	€85	+€22
Purchased Feed	€20	€12	-€8
Fertiliser & Lime	€7	€6	-€1
Veterinary	€6	€6	-
Contractor	€5	€4	-€1
Other Variable Costs	€6	€4	-€2
Total Variable Costs	€44	€32	-€12
Gross Margin	€19	€53	+€34
Total Fixed Costs	€48	€44	-€4
Net Profit Excl. Premia	-€29	€9	+€38

Hill Sheep Farms 2018



Hill Sheep Variable Costs per Ewe 2018



Comparison – 2017 v 2018 (Sheep Farms)



Where a farm completed an eProfit Monitor on their sheep enterprise for both 2017 and 2018 they are included in this analysis. It only includes lowland sheep farms.

Comparison – 2017 v 2018 (Lowland Sheep Flocks)

- Gross output per hectare increased by €37 (4%) from 2017 to 2018.
- The increase in gross output was due to a slight increase in stocking rate (+1%) and increased lamb price (+1%). Lambs reared per ewe joined stayed the same.
- Variable costs increased by 12% when compared to 2017 (€385 versus €432 per ha). Feed and fertiliser costs increased sharply, whereas veterinary costs reduced. Contractor and other costs rose slightly.
- Gross margin dropped by 2% from €443 per ha in 2017 to €433 per ha in 2018.
- Fixed costs per hectare reduced by 2% from €385 in 2017 to €378 in 2018.
- The minor increases in stocking rate, gross output and lamb price were offset by an increase in costs leading net profit (excluding premia) to fall by 5% in 2018. (€58 per ha versus €55 per ha).

Comparison – 2017 v 2018 (Lowland Sheep Flocks)

**Table 8 Profit Monitor per hectare analysis (468 Farms)
Comparison of costs and income on the same sheep
farms over two years**

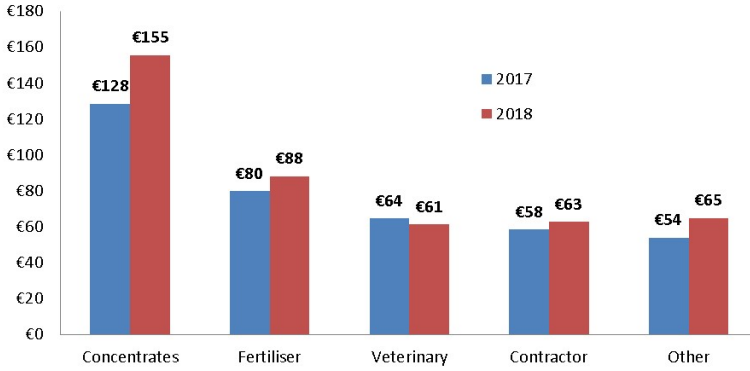
	2017	2018	% Change
Physical			
Stocking rate LU/ha	1.57	1.58	+1%
Ewes to ram	183	185	+1%
Ewes per hectare	6.5	6.6	+1%
Lambs reared per ewe joined to ram	1.40	1.40	-
Lambs reared per hectare	9.1	9.2	+1%
Ewe lambs retained	37	33	-10%
Financial (€ / ha.)			
Average lamb price	€99	€100	+1%
Gross Output	€828	€865	+4%
Variable Costs	€385	€432	+12%
Gross Margin	€443	€433	-2%
Fixed Costs	€385	€378	-2%
Net Profit Excl. Premia	€58	€55	-5%
Total Premia*	€391	€387	-1%
Premia Retained*	115%	114%	-1%

(*Includes Basic Payment, AEOS, ANC, GLAS, BDGP, & KT payments)

Comparison – 2017 v 2018

(Lowland Sheep Flocks)

Variable Costs per Hectare - Lowland Farms 2017 vs 2018





Appendix Tables

These tables include a breakdown of the different beef and sheep enterprises when they are ranked on their gross margins per ha excluding premia. More details are also given on some of the variable and fixed costs for beef and sheep farms.



Appendix Table 1

Suckling to Beef farms 2018 – per hectare analysis (492 Farms)

	Top 10%	Top 1/3	Average	Bottom 1/3	Bottom 10%
Physical					
Farm Size (cattle ha)	42.3	49.3	48.9	48.3	46.6
Stocking Rate LU/ha	2.49	2.29	1.92	1.63	1.60
Liveweight Produced kg/LU	401	359	315	254	238
Liveweight Produced kg/ha	999	821	605	414	380
Financial €/ha					
Gross Output Value	€2,307	€1,869	€1,338	€893	€860
Variable Costs	€1,002	€887	€777	€725	€912
Gross Margin	€1,305	€982	€561	€168	-€52
Fixed Costs	€616	€599	€531	€474	€534
Net Profit excl. Premia	€689	€383	€30	-€306	-€586
Total Premia *	€532	€490	€484	€443	€477
Total Premia Retained *	230%	178%	106%	31%	-22%

(* Includes Basic Payment, AEOS, ANC, GLAS, BDGP, & KT payments)

Appendix Table 2

Suckling to Weanling / Store Farms 2018 – per hectare analysis (891 Farms)

	Top 10%	Top 1/3	Average	Bottom 1/3	Bottom 10%
Physical					
Farm Size (cattle ha)	32.0	33.6	32.5	30.6	26.3
Stocking Rate LU/ha	2.02	1.83	1.51	1.28	1.34
Liveweight Produced kg/LU	350	328	288	237	240
Liveweight Produced kg/ha	706	600	434	303	321
Financial €/ha					
Gross Output Value	€1,706	€1,368	€933	€575	€563
Variable Costs	€635	€614	€549	€542	€742
Gross Margin	€1,071	€754	€384	€33	-€179
Fixed Costs	€546	€502	€446	€420	€487
Net Profit excl. Premia	€525	€252	-€62	-€387	-€666
Total Premia *	€590	€527	€529	€520	€575
Total Premia Retained *	189%	148%	88%	26%	-16%

(* Includes Basic Payment, AEOS, ANC, GLAS, BDGP, & KT payments)

Appendix Table 3

Non-Breeding Farms 2018 – per hectare analysis (345 Farms)

	Top 10%	Top 1/3	Average	Bottom 1/3	Bottom 10%
Physical					
Farm Size (cattle ha)	33.9	34.6	36.0	33.7	25.0
Stocking Rate LU/ ha	2.17	2.02	1.64	1.28	1.31
Liveweight Produced kg/LU	565	509	391	275	285
Liveweight Produced kg/ha	1,226	1,028	642	352	373
Financial €/ha					
Gross Output Value	€3,032	€2,333	€1,382	€645	€485
Variable Costs	€1,196	€1,124	€783	€559	€680
Gross Margin	€1,836	€1,209	€599	€86	-€195
Fixed Costs	€611	€616	€488	€402	€423
Net Profit excl. Premia	€1,225	€593	€111	-€316	-€618
Total Premia *	€463	€489	€480	€454	€467
Total Premia Retained *	365%	221%	123%	30%	-32%

(* Includes Basic Payment, AEOS, ANC, GLAS, BDGP, & KT payments)

Appendix Table 4

Calf to Beef Farms 2018 – per hectare analysis (87 Farms)

	Top 10%	Top 1/3	Average	Bottom 1/3	Bottom 10%
Physical					
Farm Size (cattle ha)	24.8	32.9	38.0	35.5	31.2
Stocking Rate LU/ha	2.67	2.37	1.91	1.56	1.40
Liveweight Produced kg/LU	569	465	422	395	480
Liveweight Produced kg/ha	1,518	1,103	806	616	672
Financial €/ha					
Gross Output Value	€3,212	€2,370	€1,590	€1,012	€984
Variable Costs	€1,519	€1,195	€918	€789	€984
Gross Margin	€1,693	€1,175	€672	€223	€0
Fixed Costs	€735	€612	€530	€549	€556
Net Profit excl. Premia	€958	€563	€142	-€326	-€556
Total Premia *	€503	€529	€451	€407	€468
Total Premia Retained *	290%	207%	132%	20%	-19%

(* Includes Basic Payment, AEOS, ANC, GLAS, BDGP, & KT payments)

Appendix Table 5

Lowland Sheep 2017 - per hectare analysis (661 farms)

	Top 10%	Top 1/3	Average	Bottom 1/3	Bottom 10%
Physical Performance					
Flock size	204	212	170	121	113
Stocking rate(LU/ha)	2.30	2.06	1.56	1.07	1.10
Ewes/ha	11.1	9.6	6.2	3.8	3.3
Lambs reared per ewe to ram	1.58	1.51	1.38	1.24	1.16
Lambs reared per hectare	17.5	14.5	8.6	4.7	3.8
Financial Performance €/ha					
Gross output	€1,943	€1,474	€805	€346	€390
Variable costs	€711	€620	€420	€280	€471
Gross margin	€1,232	€854	€385	€66	-€81
Fixed costs	€624	€555	€360	€229	€302
Net profit excl premia	€608	€299	€25	-€163	-€383
All Premia*	€462	€483	€397	€347	€449
% Premia* retained	232%	168%	106%	53%	15%
Average lamb price €/ head	€113	€103	€97	€88	€85

(* Includes Basic Payment, AEOS, ANC, GLAS, BDGP, & KT payments)

Appendix Table 6

Major Costs per hectare on Suckling Farms 2018 (1,383 Farms)

	Top 1/3	Average	Bottom 1/3
Total Variable Costs	€717	€635	€611
Of which:			
Feed	€271	€229	€219
Fertiliser & Lime	€148	€129	€119
Contractor	€113	€116	€125
Vet/Meds/AI	€87	€77	€73
Other	€98	€83	€76
Total Fixed Costs	€538	€478	€441
Of which:			
Depreciation	€85	€73	€65
Machinery Running	€97	€81	€72
Land Rental	€55	€50	€44
Hired Labour	€36	€28	€22
Interest	€25	€24	€25
Other	€240	€222	€212

Appendix Table 7

Major Costs per hectare on Non Breeding Farms 2018 (345 Farms)

	Top 1/3	Average	Bottom 1/3
Total Variable Costs	€1,124	€783	€559
Of which:			
Feed	€614	€376	€215
Fertiliser & Lime	€175	€140	€118
Contractor	€145	€130	€116
Vet/Meds/AI	€69	€49	€35
Other	€121	€88	€75
Total Fixed Costs	€616	€488	€402
Of which:			
Depreciation	€144	€91	€60
Machinery Running	€105	€82	€60
Land Rental	€44	€35	€28
Hired Labour	€22	€27	€46
Interest	€32	€27	€22
Other	€268	€226	€187

Appendix Table 8

Major Costs per hectare on Calf to Farms 2018 (87 Farms)

	Top 1/3	Average	Bottom 1/3
Total Variable Costs	€1,195	€918	€789
Of which:			
Feed	€640	€470	€401
Fertiliser & Lime	€212	€167	€134
Contractor	€122	€116	€104
Vet/Meds/AI	€98	€73	€70
Other	€124	€92	€79
Total Fixed Costs	€612	€530	€549
Of which:			
Depreciation	€115	€82	€77
Machinery Running	€120	€90	€90
Land Rental	€42	€63	€82
Hired Labour	€30	€19	€14
Interest	€40	€38	€40
Other	€265	€238	€246

Appendix Table 9

Major Costs per hectare on Lowland Sheep Farms 2018 (661 Farms)

	Top 1/3	Average	Bottom 1/3
Total Variable Costs	€620	€420	€280
Of which:			
Purchase Feed	€241	€158	€101
Fertiliser & Lime	€125	€86	€60
Veterinary	€85	€59	€34
Contractor	€89	€63	€48
Other	€80	€54	€37
Total Fixed Costs	€555	€360	€229
Of which:			
Machinery Running	€89	€53	€31
Labour	€58	€27	€9
Land Lease	€68	€42	€23
Depreciation	€70	€42	€15
Interest	€28	€17	€10
Other	€242	€179	€141

INSERT YOUR FARM ENTERPRISE FIGURES HERE

BEEF PROFIT MONITOR FIGURES		SHEEP PROFIT MONITOR FIGURES	
Physical		Physical	
Farm Size (cattle ha).....	<input type="text"/>	Flock size	<input type="text"/>
Stocking Rate LU/ha	<input type="text"/>	Stocking rate(LU/ha).....	<input type="text"/>
Liveweight Produced kg/LU	<input type="text"/>	Ewes/ha.....	<input type="text"/>
Liveweight Produced kg/ha	<input type="text"/>	Lambs reared per ewe to ram	<input type="text"/>
	<input type="text"/>	Lambs reared per hectare.....	<input type="text"/>
Financial €/ha		Financial € per Ewe / ha	
Gross Output Value	<input type="text"/>	Gross output.....	<input type="text"/>
Variable Costs.....	<input type="text"/>	Variable costs	<input type="text"/>
Gross Margin	<input type="text"/>	Gross margin.....	<input type="text"/>
Fixed Costs	<input type="text"/>	Fixed costs	<input type="text"/>
Net Profit excl. Premia	<input type="text"/>	Net Profit excl. Premia	<input type="text"/>
Total Premia	<input type="text"/>	Total Premia	<input type="text"/>
Total Premia Retained (%)...	<input type="text"/>	Total Premia Retained (%).....	<input type="text"/>




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