



Farm  
Advisory  
Service

# Sheep



The UK reference  
for farm business  
management



Part of Scotland's  
Rural College (SRUC)

# Introduction

## Markets and price drivers

As of June 2024, Defra census figures recorded the UK female breeding flock at 14.88 million head, some 3.6% decrease on 2023. Females entering the breeding flock for the first time showed an 8.6% decline on the year, largely due to producers taking advantage of the high lamb prices in Spring 2024. This saw ewe lambs being sold prime, rather than being retained or sold for breeding. Other factors which have led to the flock declining are disease (BlueTongue and Schmallenberg) and poor spring weather.

The European national flock continues to decline. The EU sheep and goat herd decreased by 9.5 million head (-12%) between 2010 -2024. , Spain, Greece, France, Ireland and Romania produced 75% of the total EU production of sheep and goat meat in 2024. Drivers of the flock reduction across Europe include high input costs, high temperatures in Mediterranean countries and Bluetongue virus.

The UK remains the third largest sheep meat exporter, competing with continental producers, New Zealand and Australia. To address the seasonality of supply and carcass balance issues, the UK exports whole and half carcasses, predominantly to France, Germany and Spain, and imports legs and loins from New Zealand and Australia. The expected reduction in EU production will support the UK export market but the decline in domestic production will limit export potential.

The past year has seen significant challenges for the global sheep sector. With conflict in the Red Sea, creating challenges in global logistics. This resulted in ships being rerouted, costing time and money. Environmental concerns and a drive towards carbon capture, has seen traditional sheep uplands and hills having a change of land use to trees in both the UK and New Zealand. A changing climate has resulted in an increase in tropical and midge related diseases across the globe.

The free trade agreement between Australia and the UK commenced at the end of May 2023, leading to an increase in the quantity of Australian sheep meat that could potentially be imported to the UK. The 1<sup>st</sup> January 2025 saw year 3 of this agreement begin, where 36,111tonnes can enter the UK from Australia at 0% tariff. The Australian flock has seen record production in 2024, with lamb exports increasing 10% on the year to 359,229t, and mutton exports increasing 22% on the year to 255,098t. Markets such as USA, China, and the Middle East are especially strong for the Australian product.

Islamic festivals continue to support demand of lamb domestically. Ramadan (predicted 28<sup>th</sup> February 2025), Eid al-Fitr (predicted 31<sup>st</sup> March 2025) and Qurbani/Eid al-Adha (predicted 6<sup>th</sup> June 2025) (dates

are subject to the moon phases) will likely further benefit hogg price in February/March 2025.

Lamb is a premium product; it is expensive compared with other proteins, such as chicken and pork, and is therefore vulnerable to changes in consumer financial pressures. There is optimism for increasing demand in the future as inflation decreases and wages improve. Domestic demand for roasts has increased in volume on the year by 11%, while processed lamb such as mince, lamb steak and chops sales have reduced. Steaks, roasting shoulders and chops are the highest value retail cuts.

Producer price is significantly influenced by seasonality of supply as shown in the chart below. Most producers finish their lambs off grass or forage crops, therefore weather influences lamb supply and thus, lamb price. However, there is a trend for increasing lamb price seen year-on-year.



## Marketing

Prime lamb sales are typically traded on the spot market, with prices heavily influenced by the timing of sales due to seasonal production patterns. Old season lamb tends to gain value towards the Easter market as supply declines. However, producers face higher costs to either accelerate lamb growth for early markets or delay sales for better prices in early spring. As the season progresses into summer, the market sees an influx of lambs, exceeding domestic demand and increasing reliance on European customers.

The auction market typically accounts for 50% of sheep sales across the UK. Like the cattle market, the live auction system provides an important service. It is a mechanism that brings together sheep and customers to establish a transparent price. The most common method to spread risk,

when selling at livestock auctions, is to target multiple sales per year. The future price may be influenced by buyer feedback. Similarly, when selling direct to processors, an improved price may be achieved if a large number of in-specification lambs can be delivered at pre-arranged times.

Supermarket specification lamb accounts for most domestic sales, however, a butcher's lamb is also a sizeable market (c. 10%). Over 40% of lamb marketed is out of specification. Exports include the heavy lamb trade to northern European countries, particularly France, which accounts for approximately 56% of sheep meat exports. Belgium and Luxemburg are particularly important outlets for E and U grade lambs.

**Technical performance**

Sheep enterprise margins are inevitably sensitive to the sales price. However, there is limited opportunity to influence the overall market and greater potential exists through improving production efficiency within the farmgate. Top performing flocks consistently rear more lambs, sell more finished (if they are on the right land type) and use less purchased inputs. Whilst fixed costs on these top performing farms may be lower, they are also spread over more kilos of lamb sold (higher output).

**Subsidies and support**

The Scottish Upland Sheep Support Scheme (SUSSS) is a coupled support payment for sheep to provide additional support to producers on LFASS category A land. The payment rate in 2023 was £61.38 per ewe hogg. This is an annual payment; the actual payment rate is determined by the number of hogg applications each year. The full payment is made during the spring/summer following the year when the claim is made. This support has not been included in the 2024/25 budget gross margins due to the specific nature of scheme eligibility. See Rural Aid Schemes section, for more details.

**General Reference Data**

**Sheep feeding**

Suggested daily rations (kg fresh matter) for Scottish Blackface ewes (60 kg lwt) during pregnancy using average quality baled silage (DM 300g/kg, ME 10.5MJ/kg DM) and hay (DM 830g/kg, ME 8.3MJ/kg DM). Concentrate feeds requirements over 0.5kg/d should be split between two feeds.

| <b>Weeks before lambing</b> | <b>Single-bearing ewes</b> |                     | <b>Twin-bearing ewes</b> |                     |
|-----------------------------|----------------------------|---------------------|--------------------------|---------------------|
|                             | <b>Silage</b>              | <b>Concentrates</b> | <b>Silage</b>            | <b>Concentrates</b> |
| 8                           | 2.8                        | 0                   | 3.2                      | 0                   |
| 6                           | 2.8                        | 0                   | 3.2                      | 0.25                |
| 4                           | 2.7                        | 0.25                | 2.7                      | 0.4                 |
| 2                           | 2.6                        | 0.35                | 2.7                      | 0.4                 |

|   | <i>Hay</i> | <i>Concentrates</i> | <i>Hay</i> | <i>Concentrates</i> |
|---|------------|---------------------|------------|---------------------|
| 8 | 1.1        | 0                   | 1.1        | 0.2                 |
| 6 | 1          | 0.25                | 1          | 0.35                |
| 4 | 0.9        | 0.4                 | 0.8        | 0.55                |
| 2 | 0.85       | 0.55                | 0.7        | 0.85                |

Suggested daily rations (kg fresh matter) for crossbred ewes (e.g., mule, 75 kg lwt) during pregnancy using average quality baled silage (DM 300 g/kg, ME 10.5 MJ/kg DM) and hay (DM 830 g/kg, ME 8.3 MJ/kg DM).

| <b>Weeks before lambing</b> | <b>Single-bearing ewes</b> |                     | <b>Twin-bearing ewes</b> |                     |
|-----------------------------|----------------------------|---------------------|--------------------------|---------------------|
|                             | <i>Silage</i>              | <i>Concentrates</i> | <i>Silage</i>            | <i>Concentrates</i> |
| Mid-pregnancy               | 2.8 *                      | 0                   | 3 *                      | 0                   |
| 8                           | 3.3                        | 0                   | 4                        | 0                   |
| 6                           | 3.2                        | 0.1                 | 3                        | 0.3                 |
| 4                           | 3.1                        | 0.25                | 2.8                      | 0.5                 |
| 2                           | 3                          | 0.4                 | 2.8                      | 0.75                |

|               | <i>Hay</i> | <i>Concentrates</i> | <i>Hay</i> | <i>Concentrates</i> |
|---------------|------------|---------------------|------------|---------------------|
| Mid-pregnancy | 1 *        | 0                   | 1.1 *      | 0                   |
| 8             | 1.4        | 0                   | 1.4        | 0.15                |
| 6             | 1.3        | 0.2                 | 1.2        | 0.4                 |
| 4             | 1.2        | 0.4                 | 1.1        | 0.65                |
| 2             | 1.1        | 0.6                 | 1          | 0.95                |

\* restricted amount fed. Requirements in mid-pregnancy can also be met with grazed grass or forage crops such as swedes or fodder beet.

Concentrates based on high quality compound, e.g. ME 12.5 MJ/kg DM and 18% CP (fresh basis). Farmers lambing their flocks from mid-April can meet the pregnant ewe's requirements on well managed grass alone.

## Wool

High processing costs and weak consumer demand are negatively affecting wool prices both domestically and globally. In the backdrop of this is the long-term issue of rising production of lower-cost, oil-based synthetic fibres and the availability of cheaper wool from other countries. However, with growing awareness of environmental impacts and the provenance of products, there is an argument for the relevance of UK wool. Most wool is marketed through the British Wool Marketing Board. For more details of wool prices, charges, collection centres and grading depots, please contact the BWMB ([www.britishwool.org.uk](http://www.britishwool.org.uk)).

# Hard Hill

## PHYSICAL DATA

|                           |   |            |             |
|---------------------------|---|------------|-------------|
| Breeds                    | Blackface, South Country & Lairg type Cheviot |            |             |
|                           | <b>Lambs reared (%)</b>                       |            |             |
|                           | <b>70%</b>                                    | <b>85%</b> | <b>100%</b> |
| Ewe hoggs wintered        | Away  | Away       | Away        |
| Lamb crops per ewe (avg)  | 4   | 4          | 4           |
| Ram flock life (seasons)  | 3   | 3          | 3           |
|                           | <b>/100 ewes tupped</b>                       |            |             |
| Rams (no.)                | 3   | 3          | 3           |
| Lamb numbers:             |   |            |             |
| marked                    | 73  | 88         | 103         |
| sold/retained             | 70  | 85         | 100         |
| sold: finished lambs      | 0   | 0          | 0           |
| store lambs               | 44  | 59         | 74          |
| flock replacement         | 26  | 26         | 26          |
| Ewe numbers:              |   |            |             |
| draft/cast                | 14  | 15         | 16          |
| mortalities               | 12  | 11         | 10          |
| Wool sales (kg)           | 160   | 160        | 160         |
| Concentrate feeding (kg)  | 1,800   | 1,900      | 2,000       |
| Hay reserve (/annum) (kg) | 2,000   | 2,000      | 2,000       |

### *Basis of data:*

1. Lambs are assumed sold at or by the autumn sales 2024 (estimated price).
2. Lambing percentage reflects the range of performance found; lamb mortality may be greater depending on the location.
3. Mortality in ewe hoggs is assumed to be 3%.
4. Ewe concentrate feeding – 18% CP, ideally a balanced compound with feeding of ewes selected on the basis of scanning results. Assumes self-feed blocks are used on less accessible hills although expensive per unit of energy, ME range 8.5 to 12 MJ/kg DM, total block intake can range from 25-100 blocks/100 ewes.
5. Higher performance can result from better winter nutrition and provision of improved summer grazing for selected ewes, particularly those nursing twins.
6. Grazing is not charged.
7. Hay bought in.
8. Reflects hill farms based in north and west of Scotland.

# Hard Hill

## GROSS MARGIN DATA

|                              |                       |     |       | Lambs reared (%)  |       |       |
|------------------------------|-----------------------|-----|-------|-------------------|-------|-------|
|                              |                       |     |       | 70%               | 85%   | 100%  |
| OUTPUT                       |                       |     |       | £/100 ewes tupped |       |       |
| Store Lambs                  | 44 @                  | £80 | 3,520 | -                 | -     | -     |
|                              | 59 @                  | £80 | -     | 4,720             | -     | -     |
|                              | 74 @                  | £80 | -     | -                 | -     | 5,920 |
| Draft/cast ewes:             | 14 @                  | £85 | 1,190 | -                 | -     | -     |
|                              | 15 @                  | £85 | -     | 1,275             | -     | -     |
|                              | 16 @                  | £85 | -     | -                 | -     | 1,360 |
| Wool sales 160kg @ £0.18/kg  |                       |     | 29    | 29                | 29    |       |
|                              |                       |     | 4,739 | 6,024             | 7,309 |       |
| Less:                        | ram replacement (net) |     | 550   | 550               | 550   |       |
|                              |                       |     | 4,189 | 5,474             | 6,759 |       |
| VARIABLE COSTS               |                       |     |       |                   |       |       |
| Sheep feed @ £370/t          |                       |     | 666   | 703               | 740   |       |
| Away wintering ewe hoggs at  |                       |     |       |                   |       |       |
| £25/head (inc. haulage)      |                       |     | 650   | 650               | 650   |       |
| Vet, medicines & dips        |                       |     | 532   | 542               | 552   |       |
| Commission, levies, haulage, |                       |     |       |                   |       |       |
| shearing, scanning & tags    |                       |     | 715   | 837               | 960   |       |
|                              |                       |     | 2,563 | 2,732             | 2,902 |       |
| Gross margin before forage   |                       |     | 1,626 | 2,742             | 3,857 |       |
| Forage variable costs:       |                       |     |       |                   |       |       |
| hay @ £105/tonne             |                       |     | 210   | 210               | 210   |       |
| Total Variable Costs         |                       |     | 2,773 | 2,942             | 3,112 |       |
| GROSS MARGIN                 |                       |     | 1,416 | 2,532             | 3,647 |       |

### Sensitivity-Change ±

|                                |     |
|--------------------------------|-----|
| £10/hd in all lamb sales       | 440 |
| £10/hd in draft ewe price      | 140 |
| £50/tonne in concentrate price | 90  |
| 3% in lambing rearing rate     | 106 |

### Change in Gross Margin/100 ewes (£)

|     |     |     |
|-----|-----|-----|
| 440 | 590 | 740 |
| 140 | 150 | 160 |
| 90  | 95  | 100 |
| 106 | 142 | 178 |

# Moderate Hill

## PHYSICAL DATA

|                           |   |            |             |
|---------------------------|---|------------|-------------|
| Breeds                    | Blackface, South Country & Lairg type Cheviot |            |             |
|                           | <b>Lambs reared (%)</b>                       |            |             |
|                           | <b>80%</b>                                    | <b>90%</b> | <b>100%</b> |
| Ewe hoggs wintered        | Away  | Away       | Away        |
| Lamb crops per ewe (avg)  | 4   | 4          | 4           |
| Ram flock life (seasons)  | 3   | 3          | 3           |
|                           | <b>/100 ewes tupped</b>                       |            |             |
| Rams (no.)                | 3   | 3          | 3           |
| Lamb numbers:             |   |            |             |
| marked                    | 83  | 93         | 103         |
| sold/retained             | 80  | 90         | 100         |
| sold: finished lambs      | 0   | 10         | 15          |
| store lambs               | 54  | 54         | 59          |
| flock replacement         | 26  | 26         | 26          |
| Ewe numbers:              |   |            |             |
| draft/cast                | 14  | 14         | 16          |
| mortalities               | 12  | 12         | 10          |
| Wool sales (kg)           | 160   | 160        | 160         |
| Concentrate feeding (kg)  | 1,800   | 1,900      | 2,000       |
| Hay reserve (/annum) (kg) | 3,000   | 3,000      | 3,000       |

*Basis of data:*

1. Lambs are assumed sold at or by the autumn sales 2024 (estimated price).
2. Lambing percentage reflects the range of performance found.
3. Mortality in ewe hoggs is assumed to be 3%.
4. Ewe concentrate feeding – 18% CP, ideally a balanced compound with feeding of ewes selected on the basis of scanning results. Assumes self-feed blocks are used on less accessible hills although expensive per unit of energy, ME range 8.5 to 12 MJ/kg DM, total block intake can range from 25-100 blocks/100 ewes.
5. Higher performance can result from better winter nutrition and provision of improved summer grazing for selected ewes, particularly those nursing twins.
6. Grazing is not charged.
7. Reflects hill farms based in Central Scotland

## Moderate Hill

### GROSS MARGIN DATA

|  |      |     | Lambs reared (%)  |       |       |
|--|------|-----|-------------------|-------|-------|
|  |      |     | 80%               | 90%   | 100%  |
| OUTPUT   |      |     | £/100 ewes tupped |       |       |
| Finished lambs:  | 10 @ | £88 | -                 | 880   | -     |
|  | 15 @ | £88 | -                 | -     | 1,320 |
| Store lambs:   | 54 @ | £80 | 4,320             | 4,320 | -     |
|  | 59 @ | £80 | -                 | -     | 4,720 |
| Draft/cast ewes:                                       | 14 @ | £93 | 1,302             | 1,302 | -     |
|  | 16 @ | £93 | -                 | -     | 1,488 |
| Wool sales 160kg @ £0.18/kg                            |      |     | 29                | 29    | 29    |
|  |      |     | 5,651             | 6,531 | 7,557 |
| Less: ram replacement (net)                            |      |     | 550               | 550   | 550   |
|  |      |     | 5,101             | 5,981 | 7,007 |
| VARIABLE COSTS   |      |     |                   |       |       |
| Sheep feed @ £370/t                                    |      |     | 666               | 703   | 740   |
| Away wintering ewe hoggs at £25/head (inc. haulage)    |      |     | 650               | 650   | 650   |
| Vet, medicines & dips                                  |      |     | 532               | 542   | 552   |
| Commission, levies, haulage, shearing, scanning & tags |      |     | 796               | 892   | 994   |
|  |      |     | 2,644             | 2,787 | 2,936 |
| Gross margin before forage                             |      |     | 2,457             | 3,194 | 4,071 |
| Forage variable costs:                                 |      |     |                   |       |       |
| 0.6 ha hay @ £356/ha                                   |      |     | 214               | 214   | 214   |
| Total Variable Costs                                   |      |     | 2,858             | 3,001 | 3,150 |
| GROSS MARGIN   |      |     | 2,243             | 2,980 | 3,857 |

| Sensitivity-Change ±           | Change in Gross Margin/100 ewes (£) |     |     |
|--------------------------------|-------------------------------------|-----|-----|
| £10/hd in all lamb sales       | 540                                 | 640 | 665 |
| £10/hd in draft ewe price      | 140                                 | 140 | 160 |
| £50/tonne in concentrate price | 90                                  | 95  | 100 |
| 3% in lambing rearing rate     | 130                                 | 156 | 181 |

# Improved Hill

## PHYSICAL DATA

Breeds Hill breeds inc Blackface hill type, NCC

Lambing period Assumed to commence 2nd week April

|   |                | <b>Lambs reared (%)</b> |             |             |
|---|----------------|-------------------------|-------------|-------------|
|   |                | <b>110%</b>             | <b>120%</b> | <b>130%</b> |
|   |                | Home                    | Home        | Home        |
| Ewe hoggs wintered                      |                |                         |             |             |
| Lamb crops per ewe                      |                | 4                       | 4           | 4           |
| Ram flock life (seasons)                |                | 3                       | 3           | 3           |
|   |                | <b>/100 ewes tupped</b> |             |             |
| Rams (no.)                              |                | 3                       | 3           | 3           |
| Lamb numbers:                           |                |                         |             |             |
| marked                                  |                | 113                     | 123         | 133         |
| sold/retained                           |                | 110                     | 120         | 130         |
| sold:                                   | ewe lambs      | 10                      | 20          | 30          |
|   | finished lambs | 10                      | 20          | 30          |
|   | store lambs    | 62                      | 52          | 42          |
| flock replacement                       |                | 28                      | 28          | 28          |
| Ewe numbers:                            |                |                         |             |             |
| draft/cast                              |                | 14                      | 15          | 16          |
| mortalities                             |                | 10                      | 9           | 8           |
| Ewe hoggs purchased                     |                | 0                       | 0           | 0           |
| Wool sales (kg)                         |                | 250                     | 250         | 250         |
| Concentrate feeding (kg)                |                | 1,800                   | 1,900       | 2,000       |
| Silage (ha)                             |                | 2                       | 2           | 2           |
| Hay reserve (/annum) (kg)               |                | 0                       | 0           | 0           |
| Bedding straw - 6wk period (kg/day)     |                | 80                      | 80          | 80          |
| Improved permanent pasture assumed (ha) |                | 7.0                     | 7.0         | 7.0         |

### *Basis of data:*

1. Estimate of stock prices autumn/early winter 2024.
2. Ewes are first tupped as gimmers.
3. Ewe concentrate feeding – ideally a balanced compound 18% CP.
4. Approximately 14 ewes/hectare on improved pasture (125kg N/ha, see Grassland-Grazing section, page 74) assumed alongside hill grazing (not costed) and silage aftermath (70kg N/ha, one cut, see Grassland Silage and Aftermath, page 76).
5. Straw bedding based on 80 kg/day for 100 ewes housed over a 6-week lambing period.
6. Silage yield and quality 6t DM/ha; ME 10.5 MJ/kg DM.

## Improved Hill

### GROSS MARGIN DATA

|  |                       |                 | Lambs reared (%)  |        |        |
|--|-----------------------|-----------------|-------------------|--------|--------|
|  |                       |                 | 110%              | 120%   | 130%   |
| OUTPUT   |                       |                 | £/100 ewes tupped |        |        |
| Ewe lambs:   | 10 @                  | £90             | 900               | -      | -      |
|  | 20 @                  | £90             | -                 | 1,800  | -      |
|  | 30 @                  | £90             | -                 | -      | 2,700  |
| Finished lambs:  | 10 @                  | £119 (36kg lwt) | 1,190             | -      | -      |
|  | 20 @                  | £119            | -                 | 2,380  | -      |
|  | 30 @                  | £119            | -                 | -      | 3,570  |
| Store lambs:   | 62 @                  | £90             | 5,580             | -      | -      |
|  | 52 @                  | £90             | -                 | 4,680  | -      |
|  | 42 @                  | £90             | -                 | -      | 3,780  |
| Draft/cast ewes:                                       | 14 @                  | £85             | 1,190             | 1,190  | 1,190  |
| Wool sales 250kg @ £0.18/kg                            |                       |                 | 45                | 45     | 45     |
|  |                       |                 | 8,905             | 10,095 | 11,285 |
| Less:  | ram replacement (net) |                 | 550               | 550    | 550    |
|  |                       |                 | 8,355             | 9,545  | 10,735 |
| VARIABLE COSTS   |                       |                 |                   |        |        |
| Sheep feed @ £350/t                                    |                       |                 | 630               | 665    | 700    |
| Vet, medicines & dips                                  |                       |                 | 678               | 688    | 698    |
| Bedding straw @ £145/t (bought-in)                     |                       |                 | 487               | 487    | 487    |
| Commission, levies, haulage, shearing, scanning & tags |                       |                 | 1,067             | 1,180  | 1,292  |
|  |                       |                 | 2,862             | 3,020  | 3,177  |
| Gross margin before forage                             |                       |                 | 5,493             | 6,525  | 7,558  |
| Forage variable costs:                                 |                       |                 |                   |        |        |
| 2 ha silage @ £211/ha                                  |                       |                 | 422               | 422    | 422    |
| improved permanent pasture @ £193/ha                   |                       |                 | 1,351             | 1,351  | 1,351  |
|  |                       |                 | 1,773             | 1,773  | 1,773  |
| Total Variable Costs                                   |                       |                 | 4,635             | 4,793  | 4,950  |
| GROSS MARGIN   |                       |                 | 3,720             | 4,752  | 5,785  |
| GROSS MARGIN per forage ha                             |                       |                 | 413               | 528    | 643    |

#### Sensitivity-Change ±

#### Change in Gross Margin/100 ewes (£)

|                                    |     |     |       |
|------------------------------------|-----|-----|-------|
| 10 p/kg lwt in finished lamb price | 35  | 69  | 104   |
| £5/hd in all lamb sales            | 410 | 460 | 510   |
| £5/hd in cast ewe price            | 70  | 70  | 70    |
| 10% lamb rearing rate              | 767 | 886 | 1,005 |

# Draft Blackface Ewes

## PHYSICAL DATA

|                                 |  |             |             |
|---------------------------------|--|-------------|-------------|
| Breeds                          | Draft Blackface to a terminal or crossing sire |             |             |
| Lambing period                  | Commencing mid-March                           |             |             |
|                                 | <b>Lambs reared (%)</b>                        |             |             |
|                                 | <b>130%</b>                                    | <b>140%</b> | <b>150%</b> |
| Ewe flock life (seasons)        | 1.5  | 1.5         | 1.5         |
| Ram flock life (seasons)        | 3  | 3           | 3           |
|                                 | <b>/100 ewes tupped</b>                        |             |             |
| Rams (no.)                      | 2.5  | 2.5         | 2.5         |
| Lamb numbers:                   |  |             |             |
| marked                          | 133  | 143         | 153         |
| sold/retained                   | 130  | 140         | 150         |
| sold:                           |  |             |             |
| store                           | 13   | 14          | 15          |
| finished                        | 52   | 56          | 60          |
| breeding                        | 65   | 70          | 75          |
| Ewe numbers:                    |  |             |             |
| sales                           | 64   | 64          | 64          |
| mortalities                     | 3  | 3           | 3           |
| purchased                       | 67   | 67          | 67          |
| Wool sales (kg)                 | 250  | 250         | 250         |
| Concentrate use:                |  |             |             |
| Ewe concentrate: ME 12.5 MJ/kg, |  |             |             |
| 18% CP (kg)                     | 3,000  | 3000        | 3,000       |
| Forage: hay - 12,600 kg and     |  |             |             |
| aftermath grazing (ha)          | 2.5  | 2.5         | 2.5         |
| grazing (ha)                    | 7.0  | 7.0         | 7.0         |
| Total forage (ha)               | <u>9.5</u>                                     | <u>9.5</u>  | <u>9.5</u>  |
| Bedding straw (kg/day)          | 80   | 80          | 80          |

### *Basis of data:*

1. This enterprise often supplies ewe lambs for a crossbred flock enterprise on farm, therefore all ewe lambs might be kept. Estimated breeding stock prices, autumn, help determine the value of this.
2. Estimate of finished and store lamb prices, summer and autumn 2024.
3. Silage yield and quality 6 t DM/ha; ME 10.5 MJ/kg DM.
4. Liveweight of lambs at sale: 36 kg, 32 kg store or sold as ewe lambs for breeding.
5. Straw bedding based on 80 kg/day for 100 ewes housed over a 6-week lambing period.
6. Approximately 14 ewes/hectare on improved pasture (125kg N/ha, see Grassland-Grazing section, page 74) assumed alongside hill grazing (not costed) and silage aftermath (70kg N/ha, one cut, see Grassland Silage and Aftermath, page 76).

## Draft Blackface Ewes

### GROSS MARGIN DATA

|   |      |                  | Lambs reared (%)  |        |        |
|---|------|------------------|-------------------|--------|--------|
|   |      |                  | 130%              | 140%   | 150%   |
| OUTPUT  |      |                  | £/100 ewes tupped |        |        |
| Ewe lambs:  | 65 @ | £139             | 9,035             | -      | -      |
|   | 70 @ | £139             | -                 | 9,730  | -      |
|   | 75 @ | £139             | -                 | -      | 10,425 |
| Finished lambs:   | 13 @ | £119 (36 kg lwt) | 1,547             | -      | -      |
|   | 14 @ | £119 (36 kg lwt) | -                 | 1,666  | -      |
|   | 15 @ | £119 (36 kg lwt) | -                 | -      | 1,785  |
| Store lambs:  | 52 @ | £90              | 4,680             | -      | -      |
|   | 56 @ | £90              | -                 | 5,040  | -      |
|   | 60 @ | £90              | -                 | -      | 5,400  |
| Cast ewes:  | 64 @ | £85              | 5,440             | 5,440  | 5,440  |
| Wool sales 250kg @ £0.18/kg                               |      |                  | 45                | 45     | 45     |
|   |      |                  | 20,747            | 21,921 | 23,095 |
| Less: ewes purchased - 67 @ £93                           |      |                  | 6,231             | 6,231  | 6,231  |
| ram replacement (net)                                     |      |                  | 625               | 625    | 625    |
|   |      |                  | 13,891            | 15,065 | 16,239 |
| VARIABLE COSTS  |      |                  |                   |        |        |
| Ewe concentrate @ £350/t                                  |      |                  | 1,050             | 1,050  | 1,050  |
| Vet, medicines & dips                                     |      |                  | 721               | 731    | 740    |
| Bedding straw @ £145/t (bought-in)                        |      |                  | 487               | 487    | 487    |
| Commission, levies, haulage,<br>shearing, scanning & tags |      |                  | 1,864             | 1,947  | 2,031  |
|   |      |                  | 4,122             | 4,215  | 4,308  |
| Gross margin before forage                                |      |                  | 9,769             | 10,850 | 11,931 |
| Forage variable costs:                                    |      |                  |                   |        |        |
| silage @ £211/ha  |      |                  | 528               | 528    | 528    |
| grazing @ £193/ha   |      |                  | 1,351             | 1,351  | 1,351  |
| Total Variable Costs                                      |      |                  | 6,001             | 6,094  | 6,187  |
| GROSS MARGIN  |      |                  | 7,890             | 8,971  | 10,052 |
| GROSS MARGIN per forage ha                                |      |                  | 831               | 944    | 1,058  |

#### Sensitivity-Change ±

#### Change in Gross Margin/100 ewes (£)

|                               |       |       |       |
|-------------------------------|-------|-------|-------|
| £5/hd in store lamb price     | 260   | 280   | 300   |
| £5/hd in breeding stock value | 325   | 350   | 375   |
| £5/hd in cast ewe price       | 320   | 320   | 320   |
| £5/hd in ewe purchase price   | 335   | 335   | 335   |
| 10% lamb rearing rate         | 1,526 | 1,644 | 1,761 |

# Crossbred Ewes

## PHYSICAL DATA

|  |  |             |             |
|--|--|-------------|-------------|
| Breeds   | Large crossbred (75-85kg) e.g. Scotch Mule, Mule-cross |             |             |
| Breed of ram                                   | Terminal Sire  |             |             |
| Lambing period                                 | Commencing early April                                 |             |             |
|  | <b>Lambs reared (%)</b>                                |             |             |
| Lambing period                                 | <b>140%</b>  | <b>160%</b> | <b>180%</b> |
| Lamb crops per ewe (avg)                       | 4.5  | 4.5         | 4.5         |
| Ram flock life (seasons)                       | 3  | 3           | 3           |
|  | <b>/100 ewes tupped</b>                                |             |             |
| Rams (no.)                                     | 2.5  | 2.5         | 2.5         |
| Lamb numbers:                                  |  |             |             |
| marked   | 142  | 162         | 182         |
| sold/retained                                  | 140  | 160         | 180         |
| sold: finished lambs                           | 120  | 140         | 160         |
| store lambs                                    | 20   | 20          | 20          |
| Ewe numbers:                                   |  |             |             |
| culls  | 17   | 17          | 17          |
| mortalities                                    | 5  | 5           | 5           |
| gimmers purchased                              | 25   | 25          | 25          |
| Wool sales - ewes, rams & hoggs (kg)           | 270  | 270         | 270         |
| Ewe concentrate: ME 12.5 MJ/kg DM, 18% CP (kg) | 4,500  | 4,500       | 4,500       |
| Forage: improved grazing (ha)                  | 7.0  | 7.0         | 7.0         |
| silage (ha)                                    | 2  | 2           | 2           |
| Total forage (ha)                              | 9  | 9           | 9           |
| Bedding straw (kg/day)                         | 80   | 80          | 80          |

### *Basis of data:*

1. Estimates of gimmer, finished and store lamb and cast ewe prices, autumn 2024. Finished lambs at 42 kg, store 34 kg.
2. Bedding straw based on 80 kg/day for 100 ewes housed over a 6-week lambing period. This can be deducted if no housing required.
3. Modern rams are capable of running at 80/100:1 in lowland flocks, stocked tightly.
4. Approximately 14 ewes/hectare on improved pasture (125kg N/ha, see Grassland-Grazing section, page 74) assumed alongside hill grazing (not costed) and silage aftermath (70kg N/ha, one cut, see Grassland Silage and Aftermath, page 76)
5. Silage yield and quality 6 t DM/ha; ME 10.5 MJ/kg DM.
6. Concentrate feeding will vary; systems with higher silage quality and better pasture utilisation will use less concentrates.

## Crossbred Ewes

### GROSS MARGIN DATA

#### OUTPUT

|  | Lambs reared (%)  |        |        |
|--|-------------------|--------|--------|
|  | 140%              | 160%   | 180%   |
|  | £/100 ewes tupped |        |        |
| Finished lambs: 120 @ £139 (42kg lwt)                  | 16,680            | -      | -      |
| 140 @ £139   | -                 | 19,460 | -      |
| 160 @ £139   | -                 | -      | 22,240 |
| Store lambs: 20 @ £100                                 | 2,000             | -      | -      |
| 20 @ £100  | -                 | 2,000  | -      |
| 20 @ £100  | -                 | -      | 2,000  |
| Cast ewes: 17 @ £93                                    | 1,581             | 1,581  | 1,581  |
| Wool sales 270kg @ £0.3/kg                             | 81                | 81     | 81     |
|  | 20,342            | 23,122 | 25,902 |
| Less: gimmers purchased - 25 @ £220                    | 5,500             | 5,500  | 5,500  |
| ram replacement (net)                                  | 625               | 625    | 625    |
|  | 14,217            | 16,997 | 19,777 |
| VARIABLE COSTS   |                   |        |        |
| Ewe concentrate @ £350/t                               | 1,575             | 1,575  | 1,575  |
| Vet, medicines & dips                                  | 810               | 820    | 830    |
| Bedding straw @ £145/t (bought-in)                     | 487               | 487    | 487    |
| Commission, levies, haulage, shearing, scanning & tags | 1,862             | 2,076  | 2,289  |
|  | 4,734             | 4,958  | 5,181  |
| Gross margin before forage                             | 9,483             | 12,039 | 14,596 |
| Forage variable costs:                                 |                   |        |        |
| silage @ £211/ha                                       | 422               | 422    | 422    |
| grazing @ £193/ha                                      | 1,351             | 1,351  | 1,351  |
| Total Variable Costs                                   | 6,507             | 6,731  | 6,954  |
| GROSS MARGIN   | 7,710             | 10,266 | 12,823 |
| GROSS MARGIN per forage ha                             | 857               | 1,141  | 1,425  |

#### Sensitivity-Change ±

#### Change in Gross Margin/100 ewes (£)

|                             |       |       |       |
|-----------------------------|-------|-------|-------|
| £5/hd in all lamb sales     | 700   | 800   | 900   |
| £5/hd in cast ewe price     | 85    | 85    | 85    |
| £5/hd in gimmer price       | 125   | 125   | 125   |
| 10% lamb rearing rate       | 1,868 | 2,146 | 2,424 |
| 30% change in stocking rate | 405   | 405   | 405   |

## PHYSICAL DATA

Lambing period March-April

*Basis of data:*

1. Estimate of ewe lamb, finished and store lamb prices, cast ewe prices, summer and autumn 2024.
2. Finished lambs liveweight at sale, 38 kg, store lambs 32 kg.
3. Bedding straw based on 80 kg/day housed over a 6-week period. This can be deducted if no housing required.
4. Modern rams can run at 80/100:1 in lowland flocks, stocked tightly.
5. Approximately 14 ewes/hectare on improved pasture (125kg N/ha, see Grassland-Grazing section, page 74) assumed alongside hill grazing (not costed) and silage aftermath (70kg N/ha, one cut, see Grassland Silage and Aftermath, page 76).
6. Silage yield and quality 6 t DM/ha; ME 10.5 MJ/kg DM.
7. Concentrate feeding will vary; systems with higher silage quality and better pasture utilisation will use less concentrates.

# Pure Maternal Flock

## GROSS MARGIN DATA

| OUTPUT   |                      | Lambs reared (%)  |        |        |
|--|----------------------|-------------------|--------|--------|
|  |                      | 140%              | 160%   | 180%   |
|  |                      | £/100 ewes tupped |        |        |
| Ewe lambs:   | 25 @ £139            | 3,475             | -      | -      |
|  | 35 @ £139            | -                 | 4,865  | -      |
|  | 45 @ £139            | -                 | -      | 6,255  |
| Finished lambs:  | 74 @ £125 (38kg lwt) | 9,250             | -      | -      |
|  | 82 @ £125            | -                 | 10,250 | -      |
|  | 90 @ £125            | -                 | -      | 11,250 |
| Store lambs:   | 16 @ £100            | 1,600             | -      | -      |
|  | 18 @ £100            | -                 | 1,800  | -      |
|  | 20 @ £100            | -                 | -      | 2,000  |
| Draft/cast ewes:                                       | 18 @ £93             | 1,674             | 1,674  | 1,674  |
| Wool sales 270kg @ £0.3/kg                             |                      | 81                | 81     | 81     |
| (add £290/100 ewes for Romney wool)                    |                      | 16,080            | 18,670 | 21,260 |
| Less: ram replacement (net)                            |                      | 625               | 625    | 625    |
|  |                      | 15,455            | 18,045 | 20,635 |
| VARIABLE COSTS   |                      |                   |        |        |
| Barley, protein & minerals @ £350/t                    |                      | 595               | 595    | 595    |
| Vet, medicines & dips                                  |                      | 913               | 924    | 935    |
| Bedding straw @ £145/t (bought-in)                     |                      | 487               | 487    | 487    |
| Commission, levies, haulage, shearing, scanning & tags |                      | 1,503             | 1,690  | 1,876  |
|  |                      | 3,498             | 3,696  | 3,893  |
| Gross margin before forage                             |                      | 11,957            | 14,349 | 16,742 |
| Forage variable costs:                                 |                      |                   |        |        |
| silage @ £211/ha                                       |                      | 422               | 422    | 422    |
| grazing @ £193/ha                                      |                      | 1,351             | 1,351  | 1,351  |
|  |                      | 1,773             | 1,773  | 1,773  |
| Total Variable Costs                                   |                      | 5,271             | 5,469  | 5,666  |
| GROSS MARGIN   |                      | 10,184            | 12,576 | 14,969 |
| GROSS MARGIN per forage ha                             |                      | 1,132             | 1,397  | 1,663  |

### Sensitivity-Change ±

### Change in Gross Margin/100 ewes (£)

|                             |      |      |      |
|-----------------------------|------|------|------|
| £5/hd in all lamb sales     | 575  | 675  | 775  |
| £5/hd in cast ewe price     | 90   | 90   | 90   |
| 10% lamb rearing rate       | 1433 | 1692 | 1951 |
| 30% change in stocking rate | 405  | 405  | 405  |

# Early Finished Lamb Production

## PHYSICAL DATA

|  |  |             |             |
|--|--|-------------|-------------|
| Breeds   | Suffolk/Continental cross ewe to terminal sire |             |             |
| Lambing period                                 | Mid-December to end January                    |             |             |
|  | <b>Lambs reared (%)</b>                        |             |             |
|  | <b>140%</b>                                    | <b>160%</b> | <b>180%</b> |
| Lamb crops per ewe (avg)                       | 5  | 5           | 5           |
| Ram flock life (seasons)                       | 3  | 3           | 3           |
|  | <b>/100 ewes tupped</b>                        |             |             |
| Rams (no.)                                     | 2.5  | 2.5         | 2.5         |
| Lamb numbers:                                  |  |             |             |
| marked   | 143  | 163         | 183         |
| sold finished                                  | 140  | 160         | 180         |
| Lamb liveweight at slaughter (kg)              | 40   | 40          | 40          |
| Lamb deadweight at slaughter (kg)              | 19   | 19          | 19          |
| Ewe numbers:                                   |  |             |             |
| culls  | 18   | 18          | 18          |
| mortalities                                    | 4  | 4           | 4           |
| gimmers purchased                              | 26   | 26          | 26          |
| Wool sales - ewes, rams & hogs (kg)            | 270  | 270         | 270         |
| Concentrate use:                               |  |             |             |
| ewe concentrate: ME 12.5 MJ/kg,<br>18% CP (kg) | 5,000  | 6,000       | 7,000       |
| lamb concentrate (kg)                          | 4,000  | 5,000       | 6,000       |
| Total concentrate (kg)                         | 9,000  | 11,000      | 13,000      |
| Forage: silage (ha)                            | 2.4  | 2.4         | 2.4         |
| grazing (ha)                                   | 5.6  | 5.6         | 5.6         |
| Total forage (ha)                              | 8.0  | 8.0         | 8.0         |
| Bedding straw (kg/day)                         | 80   | 80          | 80          |

### *Basis of data:*

1. Breeding stock prices, autumn 2024.
2. Finished lamb prices, May-June average.
3. Bedding straw based on 80 kg/day for 100 ewes housed over a 12-week housing period.
4. Modern rams are capable of running at 80/100:1 in lowland flocks, stocked tightly.
5. Ewes housed over winter. Lambs creep fed at grass
6. Approximately 18 ewes/hectare on improved pasture (125kg N/ha, see Grassland-Grazing section, page 74) assumed alongside silage aftermath (70kg N/ha, one cut, see Grassland Silage and Aftermath, page 76).

# Early Finished Lamb Production

## GROSS MARGIN DATA

|  |                        |                                     | Lambs reared (%)  |        |       |
|--|------------------------|-------------------------------------|-------------------|--------|-------|
|  |                        |                                     | 140%              | 160%   | 180%  |
| OUTPUT   |                        |                                     | £/100 ewes tupped |        |       |
| Finished lambs   | 140 @ £174 (40 kg lwt) | 24,360                              | -                 | -      | -     |
|  | 160 @ £174             | -                                   | 27,840            | -      | -     |
|  | 180 @ £174             | -                                   | -                 | 31,320 | -     |
| Cast ewes:   | 18 @ £110              | 1,980                               | 1,980             | 1,980  | 1,980 |
| Wool sales   | 270kg @ £0.3/kg        | 81                                  | 81                | 81     | 81    |
|  |                        | 26,421                              | 29,901            | 33,381 |       |
| Less: gimmers purchased - 26 @ £220                    |                        | 5,720                               | 5,720             | 5,720  | 5,720 |
| ram replacement (net)                                  |                        | 625                                 | 625               | 625    | 625   |
|  |                        | 20,076                              | 23,556            | 27,036 |       |
| VARIABLE COSTS   |                        |                                     |                   |        |       |
| Barley, protein & minerals @ £350/t                    |                        | 1,750                               | 2,100             | 2,450  |       |
| Lamb concentrate @ £330/t                              |                        | 1,320                               | 1,650             | 1,980  |       |
| Vet, medicines & dips                                  |                        | 695                                 | 696               | 698    |       |
| Bedding straw @ £145/t (home-grown)                    |                        | 974                                 | 974               | 974    |       |
| Commission, levies, haulage, shearing, scanning & tags |                        | 2,143                               | 2,384             | 2,625  |       |
|  |                        | 6,882                               | 7,804             | 8,727  |       |
| Gross margin before forage                             |                        | 13,194                              | 15,752            | 18,309 |       |
| Forage variable costs:                                 |                        |                                     |                   |        |       |
| silage @ £211/ha                                       |                        | 506                                 | 506               | 506    |       |
| grazing @ £193/ha                                      |                        | 1,081                               | 1,081             | 1,081  |       |
| Total Variable Costs                                   |                        | 8,469                               | 9,391             | 10,314 |       |
| GROSS MARGIN   |                        | 11,607                              | 14,165            | 16,722 |       |
| GROSS MARGIN per forage ha                             |                        | 1,451                               | 1,771             | 2,090  |       |
| Sensitivity-Change ±                                   |                        | Change in Gross Margin/100 ewes (£) |                   |        |       |
| 10 p/kg lwt in finished lamb price                     |                        | 538                                 | 614               | 691    |       |
| £5/hd in cast ewe price                                |                        | 90                                  | 90                | 90     |       |
| £5/hd in gimmer price                                  |                        | 130                                 | 130               | 130    |       |
| £10/tonne concentrate price                            |                        | 90                                  | 110               | 130    |       |
| 10% lamb rearing rate                                  |                        | 2,436                               | 2,784             | 3,132  |       |

# Low Cost System

## PHYSICAL DATA

|                                |  |             |             |
|--------------------------------|--|-------------|-------------|
| Breeds                         | Mid-sized (60-70 kg) Maternal bred ewe |             |             |
| Lambing period                 | late April/May                         |             |             |
|                                | <b>Lambs reared (%)</b>                |             |             |
|                                | <b>140%</b>                            | <b>150%</b> | <b>160%</b> |
| Lamb crops per ewe             | 4.5                                    | 4.5         | 4.5         |
| Ram flock life (seasons)       | 3                                      | 3           | 3           |
|                                | <b>/100 ewes tupped</b>                |             |             |
| Rams (no.)                     | 2.0                                    | 2.0         | 2.0         |
| Lamb numbers:                  |  |             |             |
| marked                         | 144                                    | 154         | 164         |
| sold/retained                  | 140                                    | 150         | 160         |
| sales: ewe lambs               | 10                                     | 20          | 30          |
| finished lambs                 | 68                                     | 68          | 68          |
| store lambs                    | 40                                     | 40          | 40          |
| Ewe numbers:                   |  |             |             |
| culls                          | 18                                     | 18          | 18          |
| mortalities                    | 4                                      | 4           | 4           |
| Wool sales (kg)                | 270                                    | 270         | 270         |
| Concentrate use:               |  |             |             |
| lamb finishing supplement (kg) | 500                                    | 500         | 500         |
| Forage: grazing (ha)           | 7.0                                    | 7.0         | 7.0         |
| silage aftermath (ha)          | 1.7                                    | 1.7         | 1.7         |
| Total forage (ha)              | <u>8.7</u>                             | <u>8.7</u>  | <u>8.7</u>  |

### *Basis of data:*

1. Breeding stock price estimates, autumn 2024.
2. Estimate of finished and store lamb prices, autumn 2024.
3. Lambs sold finished October/November, store September/October.
4. Wool shedding breeds can reduce costs further.
5. Liveweight of lambs at sale: 38 kg.
6. Modern rams can run at 80/100:1 in lowland flocks, stocked tightly.
7. Minimal targeted late pregnancy feeding to triplet-bearing ewes, with some feed in reserve for extreme weather. Hogs should be trained to eat concentrates.
8. Approximately 14 ewes/ha on improved pasture (125kg N/ha, see Grassland-Grazing section, page 74) assumed alongside silage aftermath (70kg N/ha, one cut, see Grassland Silage and Aftermath, page 76).

## Low Cost System

### GROSS MARGIN DATA

|  |                      |  | Lambs reared (%)  |        |        |
|--|----------------------|--|-------------------|--------|--------|
|  |                      |  | 140%              | 150%   | 160%   |
| OUTPUT                                       |                      |  | £/100 ewes tupped |        |        |
| Ewe lambs                                    | 10 @ £139            |  | 1,390             | -      | -      |
|  | 20 @ £139            |  | -                 | 2,780  | -      |
|  | 30 @ £139            |  | -                 | -      | 4,170  |
| Finished lambs:                              | 68 @ £125 (38kg lwt) |  | 8,500             | -      | -      |
|  | 68 @ £125            |  | -                 | 8,500  | -      |
|  | 68 @ £125            |  | -                 | -      | 8,500  |
| Store lambs:                                 | 40 @ £90             |  | 3,600             | -      | -      |
|  | 40 @ £90             |  | -                 | 3,600  | -      |
|  | 40 @ £90             |  | -                 | -      | 3,600  |
| Draft/cast ewes:                             | 18 @ £130            |  | 2,340             | 2,340  | 2,340  |
| Wool sales 270kg @ £0.3/kg                   |                      |  | -                 | -      | -      |
|  |                      |  | 15,830            | 17,220 | 18,610 |
| Less: ram replacement (net)                  |                      |  | 500               | 500    | 500    |
|  |                      |  | 15,330            | 16,720 | 18,110 |
| VARIABLE COSTS                               |                      |  |                   |        |        |
| Supplementary feed @ £330/t                  |                      |  | 165               | 165    | 165    |
| Vet, medicines & dips                        |                      |  | 544               | 554    | 564    |
| Commission, levies, haulage, scanning & tags |                      |  | 1,385             | 1,476  | 1,566  |
|  |                      |  | 2,094             | 2,195  | 2,295  |
| Gross margin before forage                   |                      |  | 13,236            | 14,525 | 15,815 |
| Forage variable costs:                       |                      |  |                   |        |        |
| silage @ £211/ha                             |                      |  | 359               | 359    | 359    |
| grazing @ £193/ha                            |                      |  | 1,351             | 1,351  | 1,351  |
|  |                      |  | 1,710             | 1,710  | 1,710  |
| Total Variable Costs                         |                      |  | 3,804             | 3,905  | 4,005  |
| GROSS MARGIN                                 |                      |  | 11,526            | 12,815 | 14,105 |
| GROSS MARGIN per forage ha                   |                      |  | 1,325             | 1,473  | 1,621  |

#### Sensitivity-Change ±

|                                    |  |
|------------------------------------|--|
| 10 p/kg lwt in finished lamb price |  |
| £5/hd in all lamb sales            |  |
| £5/hd in cast ewe price            |  |
| 10% lamb rearing rate              |  |
| 30% change in stocking rate        |  |

#### Change in Gross Margin/100 ewes (£)

|      |      |      |
|------|------|------|
| 248  | 248  | 248  |
| 590  | 640  | 690  |
| 90   | 90   | 90   |
| 1349 | 1488 | 1627 |
| 513  | 513  | 513  |

# Gimmering

## PHYSICAL DATA

|                     |  |
|---------------------|--|
| Breeds              |  |
| System              | Ewe lambs purchased in autumn, wintered on swedes and silage, grazed tightly in summer and sold as gimmers in autumn |
|                     | <b>/100 sheep</b>  |
| Mortalities (no.)   | 2  |
| Wool sales (kg)     | 270  |
| Concentrate use:    |  |
| Barley (kg)         | 0  |
| Forage: silage (ha) | 1.5  |
| swedes (ha)         | 2.5  |
| grazing (ha)        | 5.0  |
| Total forage (ha)   | <u>9.0</u>   |

*Basis of data:*

1. Ewe lamb price, autumn 2024.
2. Estimate of gimmer price, autumn 2025.
3. Silage yield and quality 6 t DM/ha; ME 10.5 MJ/kg DM.
4. Silage and aftermath grazing.
5. Yield of swedes 75 t/ha. See page 102-103 for swede production costs.
6. Opportunity to rear gimmers on a contract basis or mate the ewe lambs and keep or sell progeny
7. Approximately 20 ewes/ha on improved pasture (125kg N/ha, see Grassland-Grazing section, page 74) assumed alongside silage aftermath (70kg N/ha, one cut, see Grassland Silage and Aftermath, page 76).

## Gimmering

### GROSS MARGIN DATA

#### OUTPUT

#### £/100 sheep

Crossbred gimmers: 98 @ £200

19,600

Wool sales 270kg @ £0.3/kg

81

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19,681

*Less:* Crossbred ewe lambs purchased - 100 @ £139

13,900

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5,781

#### VARIABLE COSTS

Concentrates - barley & minerals @ £290/t

-

Vet, medicines & dips

373

Commission, levies, haulage, shearing, scanning & tags

1,612

---

1,985

Gross margin before forage

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3,796

Forage variable costs:

silage @ £211/ha

317

swedes @ £166/ha

415

grazing @ £193/ha

965

Total Variable Costs

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3,682

GROSS MARGIN

---

2,099

GROSS MARGIN per forage ha

---

233

#### Sensitivity-Change ±

#### Change in Gross Margin/100 sheep (£)

£5/hd in sale price

490

# Short Keep Lambs - Winter Finishing on Rape

## PHYSICAL DATA

|                                    |  |                   |
|------------------------------------|--|-------------------|
| System                             | Store lambs purchased in September/October,<br>sold finished November/December |                   |
| Grazing period: range, low to high |  |                   |
| stocking period (days)             |  | 45-75             |
| average (days)                     |  | 55                |
| Stocking rate: range (no./ha)      |  | 40-60             |
| average (no./ha)                   |  | 50                |
| Liveweight at start (kg)           |  | 27                |
| Liveweight at slaughter (kg)       |  | 42                |
| Deadweight at slaughter (kg)       |  | 19                |
|                                    |  | <b>/100 lambs</b> |
| Mortalities (no.)                  |  | 2                 |
| Area of rape (ha)                  |  | 2                 |
| Area of grass 'run-back' (ha)      |  | 0.6               |
| Concentrates (cereal) fed (t)      |  | 1                 |

### *Basis of data:*

1. Estimate of store lamb price, autumn 2024.
2. Estimate of finished lamb/hogg price, November/December 2024.
3. Performance from lambs grazing rape can vary greatly between years. The requirement for supplementary concentrates is also very variable from year to year, and area to area. Cereal supplementation will be more necessary in higher rainfall areas, and it may be difficult to finish lambs in very high rainfall areas. Small lambs under 25 kg liveweight fail to perform well on rape and should be finished inside. A dry run back area with suitable forage and water should be provided. See page 98-99 for forage rape production costs.
4. Grazed on pasture without N fertiliser see Grassland-Grazing section, page 74.

## Short Keep Lambs - Winter Finishing on Rape

### GROSS MARGIN DATA

| OUTPUT   | £/100 lambs                                 |
|--|---|
| Finished lambs: 98 @ £143 (42 kg lwt)                  | 14,014                                      |
| Less: Store lambs purchased - 100 @ £94                | 9,400                                       |
|  | <u>4,614</u>                                |
| <b>VARIABLE COSTS</b>                                  |   |
| Concentrates - barley & minerals @ £290/t              | 290   |
| Vet & medicines  | 186   |
| Commission, levies, haulage, shearing, scanning & tags | 1,381                                       |
|  | <u>1,857</u>                                |
| Gross margin before forage                             | <u>2,757</u>                                |
| Forage variable costs:                                 |   |
| forage rape @ £171/ha                                  | 342   |
| Total Variable Costs                                   | <u>2,199</u>                                |
| GROSS MARGIN   | <u>2,415</u>                                |
| GROSS MARGIN per forage ha                             | 929   |
| <b>Sensitivity-Change ±</b>                            | <b>Change in Gross Margin/100 lambs (£)</b> |
| £5/hd in lamb sale price                               | 490   |

# Short Keep Lambs - Indoor Finishing on Concentrates

## PHYSICAL DATA

|  |  |
|--|--|
| System   | Store lambs housed in December, sold finished February |
| Liveweight at housing (kg)                       | 28   |
| Liveweight at slaughter (kg)                     | 36   |
| Deadweight at slaughter (kg)                     | 16.5   |
| Food conversion efficiency (kg feed/kg lwt gain) | range 7-10   |
| Finishing period (days)                          | 60   |
| Daily liveweight gain (g)                        | 100-150  |
|  | <b>/100 lambs</b>                                      |
| Mortalities (no.)                                | 3  |
| Concentrates: whole barley (kg)                  | 4,020  |
| sugar beet pulp (kg)                             | 1,610  |
| protein supplement (46% CP) (kg)                 | 805  |
| salt/minerals/vitamins (kg)                      | 165  |
| Total mix (kg)                                   | <u>6,600</u>   |
| Silage feeding (kg freshweight)                  | 7,900  |
| Bedding straw (housed period) (kg/day)           | 80   |

### *Basis of data:*

1. Estimate of store lamb price, autumn 2024.
2. Estimate of finished lamb price, February 2025.
3. Suitable for late-born smaller lambs, non-standard types, any lambs under 25 kg liveweight and lambs that have failed to finish outside e.g. ram lambs, thin lambs.
4. Profitability depends on rising lamb prices rather than food conversion efficiency.
5. Care should be taken when introducing housed lambs to concentrate feeding where starchy cereals (e.g., barley) are used. Acidosis can often result, causing digestive upsets and in some cases, mortality. Typical feed conversion rate is 8.25 kg concentrate to produce 1 kg lwt (including concentrate fed during introductory period), for Blackface and other hill breeds. Crossbred lambs convert at 7-7.5 kg when gaining from 30-35 kg to 40-45 kg. Minerals will contain no Mg and low P.

## Short Keep Lambs - Indoor Finishing on Concentrates

### GROSS MARGIN DATA

| OUTPUT   | £/100 lambs |
|--|-------------|
| Finished lambs: 97 @ £143 (36 kg lwt)                  | 13,871      |
| Less: Store lambs purchased - 100 @ £94                | 9,400       |
|  | <hr/> 4,471 |
| <b>VARIABLE COSTS</b>                                  |             |
| Concentrates homemix @ £330/t                          | 2,178       |
| Vet & medicines  | 186         |
| Bedding straw @ £145/t (bought-in)                     | 487         |
| Commission, levies, haulage, shearing, scanning & tags | 1,369       |
|  | <hr/> 4,220 |
| Gross margin before forage                             | 251         |
| Forage variable costs:                                 |             |
| silage @ £211/ha                                       | 83          |
| Total Variable Costs                                   | <hr/> 4,303 |
| GROSS MARGIN   | <hr/> 168   |

| Sensitivity-Change ±                                 | Change in Gross Margin/100 lambs (£) |
|--|--------------------------------------|
| 10 p/kg lwt in finished lamb price                   | 363                                  |
| £5/hd in store lamb purchase price                   | 500                                  |
| £10/t in concentrate price                           | 66                                   |
| 10 days in finishing period - straw, feed and silage | 463                                  |

# Long Keep Lambs - Finishing on Swedes

## PHYSICAL DATA

|  |   |
|--|---|
| System                                 | Store lambs purchased in September/October,<br>run over stubbles and grassland to mid-<br>December, folded on swedes to end March/<br>mid-April |
| Liveweight at start (kg)               | 27  |
| Liveweight at slaughter (kg)           | 44  |
| Deadweight at slaughter (kg)           | 21  |
| Finishing period (days)                | 180   |
|  | <b>/100 lambs</b>   |
| Mortalities (no.)                      | 4   |
| Concentrates: barley and minerals (kg) | 1,750   |
| Forage: silage (ha)                    | 0.50  |
| swedes (ha)                            | 1.40  |
| Total forage area (ha)                 | <hr/> 1.90 <hr/>  |

### *Basis of data:*

1. Estimate of store lamb price, autumn 2024.
2. Estimate of finished hogg price, spring 2025.
3. Silage yield and quality 6 t DM/ha; ME 10.5 MJ/kg DM.
4. Yield of Swedes - 75 t/ha. See pages 102-103 for swede production costs. Use winter hardy varieties of swedes after December. A dry run back area with suitable forage and water should be provided. Supplement with additional protein if swede tops lost by frost and no grassy runback available. Provide access to dry lying area.
5. Grazing cost not included.

## Long Keep Lambs - Finishing on Swedes

### GROSS MARGIN DATA

| OUTPUT   | £/100 lambs  |
|--|--------------|
| Finished lambs: 96 @ £171 (44 kg lwt)                  | 16,416       |
| Less: Store lambs purchased - 100 @ £94                | 9,400        |
|  | <u>7,016</u> |
| <b>VARIABLE COSTS</b>                                  |              |
| Concentrates @ £330/t                                  | 578          |
| Vet & medicines  | 396          |
| Commission, levies, haulage, shearing, scanning & tags | 1,466        |
|  | <u>2,440</u> |
| Gross margin before forage                             | <u>4,576</u> |
| Forage variable costs:                                 |              |
| silage @ £211/ha                                       | 106          |
| swedes @ £166/ha                                       | 232          |
| grazing @ £193/ha                                      | -            |
| Total Variable Costs                                   | <u>2,778</u> |
| GROSS MARGIN   | <u>4,238</u> |

| Sensitivity-Change ±          | Change in Gross Margin/100 lambs (£) |
|-------------------------------|--------------------------------------|
| £5/hd in lamb sale price      | 480                                  |
| £5/hd in store purchase price | 500                                  |