

Teagasc National Farm Survey 2023

Dairy Beef Enterprise Factsheet



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Irish Dairy Beef Enterprise 2023 Average performance



Irish Cattle Slaughter
1.870 million head (down 2.1%)



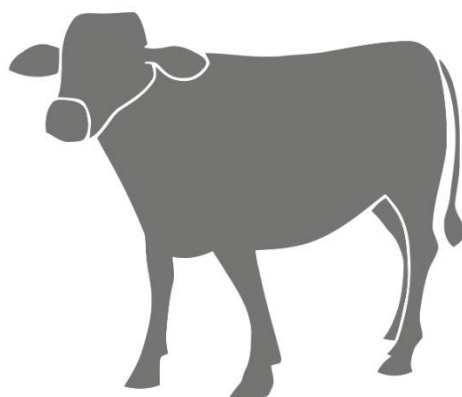
Stocking Rate (Dairy Beef)
average of 1.74 LU/ha (up 10.5%)



Live Exports
322,684 head (up 12.7%)



**Concentrate Fed/LU
(Dairy Beef)**
average 753kg (down 3.0%)



Calf purchase price
average €156/head (down 8.1%)



Weanling purchase price
average €451/head (down 16.5%)



Male Finished Animals Price
average €1,496 per head (up 3.2%)



**Total Production Costs
(Dairy Beef)**
average €1,884 per hectare (up 3.1%)



Female Finished Animals Price
average €1,304 per head (up 6.2%)



**Gross Margin
(Dairy Beef)**
average €884 per hectare (up 8.6%)



Source: Teagasc National Farm Survey 2023, Central Statistics Office and Dept. of Agriculture, Food and the Marine

Background

The 2023 Teagasc National Farm Survey (NFS) recorded data on 793 farms. The performance of the dairy beef enterprise in 2023 is summarised in this factsheet based on data for 47 farms. An enterprise is defined as a dairy beef enterprise if over two-thirds of the animals purchased and sold are of dairy origin. The farm must have sold more than 10 cattle (older than 12 months) and purchased a minimum of 10 cattle (aged less than 6 months). Dairy farms are excluded. Approximately 6,600 farms nationally are represented in this analysis. The data presented in this factsheet are for enterprises with more than 10 livestock units (LU) in 2023.

1. Analysis of Financial Performance

Table 1 describes key financial indicators for the average dairy beef enterprise in 2022 and 2023. These figures exclude decoupled payments and family labour costs. Table 1 shows that average gross output increased by 10% to €2,046 per hectare in 2023. Concentrate costs increased by 7%, due to higher feed volumes. Pasture and forage costs increased by 4%. The average gross margin increased 9% in 2023 to €884 per hectare. Total fixed costs decreased by 7% on average in 2023, partly due to a 10% decrease in electricity and fuel costs. Average net margin per hectare was €162 per hectare in 2023, an increase from the average of €40 per hectare achieved in 2022.

Table 1: Average gross margin and average net margin per hectare 2022 and 2023

	2022 € per hectare	2023 € per hectare	2023/2022 % change
Gross Output	1,868	2,046	10
Concentrate Costs	534	573	7
Pasture and Forage Costs	354	369	4
Other Direct Costs	166	220	33
Total Direct Costs	1,054	1,162	10
Gross Margin	814	884	9
Electricity and Fuel	156	141	-10
Other Fixed Costs	617	581	-6
Total Fixed Costs	773	722	-7
Total Costs	1,827	1,884	3
Net Margin	40	162	n/a

Source: Teagasc National Farm Survey 2023

Table 2 illustrates that the average gross output per LU (livestock unit) decreased 1% to €1,155 per LU in 2023. Average direct costs decreased by 3% to €652 per LU leading to a 1% increase in the average gross margin to €503 per LU. The average net margin on a per LU basis improved to €73 per hectare in 2023.

Table 2: Average gross margin and average net margin per livestock unit 2022 and 2023

	2022 € per LU	2023 € per LU	2023/2022 % change
Gross Output	1,168	1,155	-1
Total Direct Costs	669	652	-3
Gross Margin	499	503	1
Total Fixed Costs	499	430	-14
Net Margin	-1	73	n/a

Source: Teagasc National Farm Survey 2023

Table 3 presents the average purchase and sales prices recorded on dairy beef enterprises for the various animal types in 2022 and 2023. Prices for purchased calves (less than 6 months old) decreased by 8% on the levels observed in 2022. The average price of weanlings decreased by 16% on the levels observed in 2022. Prices for finished animals increased on the levels observed in 2022, with a 3% increase for male sales and a 6% increase for female sales.

Table 3: Animal purchase and sale prices 2022 and 2023

	2022 € per head	2023 € per head	2023/2022 % change
Calf Purchases	170	156	-8
Weanlings Purchases	540	451	-16
Finished Males Sales	1,449	1,496	3
Finished Females Sales	1,228	1,304	6

Source: Teagasc National Farm Survey 2023

2. Variation in Financial Performance

Table 4 summarises results for farms classified into groups on the basis of gross margin per hectare; with dairy beef enterprises broken into the best performing one-third of enterprises (top), the middle one-third (middle) and the poorest performing one-third (bottom). The value of gross output per hectare varies notably across the three groups, mostly due to differences in stocking rates (LU/hectare). Gross margin for the top enterprises in 2023 was more than 3 times higher than for the bottom group of enterprises. In 2023, total direct costs per hectare on the more intensively stocked top performing enterprises were 50 percent higher relative to the less intensively stocked bottom group. In 2023, total fixed costs per hectare were €847 for the top enterprises, which was over double that of the bottom performing enterprises. The top performing enterprises earned an average positive net margin of €458 per hectare, which was an improvement from €229 per hectare in 2022. In 2023, the average net margin in the bottom performing group was negative (-€134 per hectare). These statistics indicate the substantial variability in economic performance across the population of farms operating this enterprise.

Table 4: Costs and profit by Top, Middle and Bottom Cohorts in 2023

		Top	Middle	Bottom
Stocking rate	LU/hectare	2.12	1.71	1.42
Farms on Very Good soils	% of Farms	76	58	64
Gross Output	€/hectare	2,884	1,975	1,322
Concentrates	€/hectare	737	557	434
Pasture and Forage	€/hectare	427	386	297
Other Direct Costs	€/hectare	224	241	196
Total Direct Costs	€/hectare	1,388	1,183	926
Gross Margin	€/hectare	1,496	791	395
Total Fixed Costs	€/hectare	1,038	615	529
Net Margin	€/hectare	458	176	-134

Source: Teagasc National Farm Survey 2023

3. Variation in Technical Performance

The proportion of dairy beef farms attaining the Teagasc 2027 Sectoral Road Map Targets in 2022 and 2023 is set out in Table 5. There was a slight improvement from 2022 to 2023 in the proportion of farms reaching the gross margin target set out in the Teagasc 2027 Road Map. The proportion of farms earning a gross margin greater than €707 per hectare increased from 56 percent in 2022 to 57 percent in 2023. The proportion of farms earning a net margin greater than €223 per hectare increased from 25 percent in 2022 to 38 percent in 2023. There was an increase in the proportion of farms meeting the threshold relating to concentrate usage per LU of less than 930 kg per LU. The proportion of farms meeting this target increased from 71 percent in 2022 to 73 percent in 2023.

Table 5: Percentage of farms achieving selected Teagasc Cattle 2027 Road Map Targets

	Target	% of farms 2022	% of farms 2023
Gross Output per hectare	> €1,906	43	50
Gross Margin per hectare	> €707	56	57
Net Margin per hectare	> €223	25	38
Concentrates per LU	<930kg	71	73

Source: Teagasc National Farm Survey 2023

Table 6 shows that there was an increase in the proportion of dairy beef farms earning a gross margin per hectare less than €500 with the share increasing from 19 percent to 24 percent. There was a decrease in the proportion of farms earning a gross margin between €500 and €999 per hectare with the percentage of farms in this category decreasing from 52 percent to 40 percent. There was an increase year-on-year in the proportion of farms earning a gross margin of €1,000 per hectare or above, where the percentage of farms increased from 29 percent to 36 percent.

Table 6: Distribution of gross margin per hectare 2022 and 2023

Gross Margin	% of farms 2022	% of farms 2023
<€500 per hectare	19	24
€500 to €999 per hectare	52	40
€1,000 per hectare and above	29	36

Source: Teagasc National Farm Survey 2023

For further information on this publication or other Teagasc National Farm Survey Publications please contact NFS@teagasc.ie