



Providing Evidence-Based Livestock Solutions

DAIRY COSTINGS FOCUS

Annual Report 2026



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WELCOME

This year marks the 15th edition of the Kingshay Dairy Costings Focus Report and covers the major trends across key performance indicators, from margin over purchased feed to herd health and more. We have drawn on data from 1,089 conventional herds and 88 organic herds to identify both long-term and short-term trends, and against which producers can benchmark themselves.

2025/26 was a year of extremes – record high milk production, a wet winter, high milk prices and low milk prices. Input costs were impacted by the war in Iran, sending fertiliser and fuel prices rocketing, while labour costs also reached a record high. As this report is being published slightly later than usual, we've run some analysis into June, where we started to see the impact of several heatwaves and drought across most of the country.

Given the record yields and increase in constituents, alongside the strong milk prices in the first half of the year, the average margin over purchased feed increased by 3% on the previous year. Grazing-based herds managed a significant increase in milk from forage, although many producers had to purchase extra forage or feed to account for the drought-related shortfall last summer. It seems this year will see a repeat of the latter at the very least, and across a wider area of England and Wales.

There is still a large gap between the top 25% of herds and the average, in terms of production, health, input costs and milk price. There are plenty of opportunities for producers to make incremental improvements that can add up to significant savings. We hope that by comparing your own figures to these benchmarks you can identify some of those areas on which to focus.

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Call **01458 851555**
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SUMMARY

The 2025/26 milk year was one of two halves. High milk prices and record production led to plummeting milk prices in the latter half of the year. Drought over the summer switched to constant rain and flooding over the winter. Input costs soared due to political tensions in the Middle East – and looking ahead there appears to be more of the same.

Many producers are facing forage shortages due to the summer drought this year, and with forecasters predicting the strongest El Nino effect since the 19th century, there will likely be more extreme and turbulent weather ahead.

Farmers are nothing if not resilient, and many will make margins where they can to weather the downturn. The attractive milk price:feed price ratio, particularly in the spring and summer of 2025, meant producers fed a record amount of concentrates to boost yields and constituents. Despite a challenging growing season, they also increased milk from forage, generating record herd margin over purchased feed.

There was a regional split when it came to milk from forage, with those further west and north having one of the best growing seasons ever – unlike this summer where almost all of England and Wales have been in drought. There remains a strong link between milk from forage and margin over purchased feed. In future, producers may need to increase their forage storage capacity to ensure a buffer of stocks for times of need – but there will of course be higher costs associated with that. Forage focused systems, particularly

organic systems, may require more land and accept reduced stocking rates – further adding to total milk production costs.

Our milk price analysis shows the impact of the global markets in which we operate, with the top 10% reaching a high of 54.79ppl in September 2025, and the bottom 10% a low of 27.91 in March 2026. It also illustrates the benefits of being on aligned contracts, which even out the peaks and troughs, reducing producers' exposure to risk.

Organic herds also did well last year, with yields up by nearly 9% and margins soaring by over 20% on a per-cow basis, helped by a 9% increase in milk price – a welcome recovery from previous difficult times. Channel Island herds also performed well, although with most being based in the South, they suffered from the drought so produced 2.4% less milk from forage.

When it comes to health trends, producers continue to move in the right direction. However, the gap between the top quartile of herds and the average has not narrowed, and opportunities to reduce costs through improved health therefore remain significant.

Key Report Trends (for the period ending March 2026)



Milk yield



A record 8,848 litres per cow

(See page 4)



Yield from forage

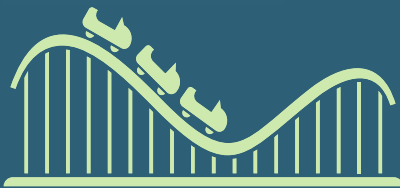


Increased to 2,652 litres per cow

(See page 4)

Top 10% at peak market averaged 54.79ppl

Milk prices



Bottom 10% at lowest reached an average 26.94ppl

(See page 8)

MOPF per cow ↑ £2,708 per cow



MOPF per litre ↓ 30.61 pence per litre

(See page 4)

Number of herds

- 1,089 conventional herds
- 88 organic herds



Herd size

Averaging 227 cows in herd

(See page 4)

Organic trends



Organic milk price increased 9.2% to 57.66ppl



(See page 21)

Feed use (See page 4)

Record amount of concentrates fed: 2,997kg per cow



Feed costs

Fell to 11.13ppl (with Conc. prices at £298/t)

(See page 4)



HEALTH TRENDS



Mastitis cases

Steady at 24 cases per 100 cows

(See page 18)

Lameness cases

Increased by 1 case to 35 cases per 100 cows

(See page 18)



Fertility trends

Calving interval increased by 1 day to 395 days

(See page 18)



Cow longevity

Age at exit increased to 3.58 years, the highest seen since 2019/20.

(See page 20)

TRENDS OVER THE PAST 20 YEARS

While it may seem that long term trends unavoidably head in the same direction, sometimes there’s an unexpected jump - and that is what happened last year. Yields and constituents have been gradually improving over the past two decades, but the 2025/26 milk year saw a significant jump in both. At the same time, milk from forage – which had been on a downward trend - increased by 2% in the last 10 years. Given the summer drought in many areas, that is quite an impressive feat.

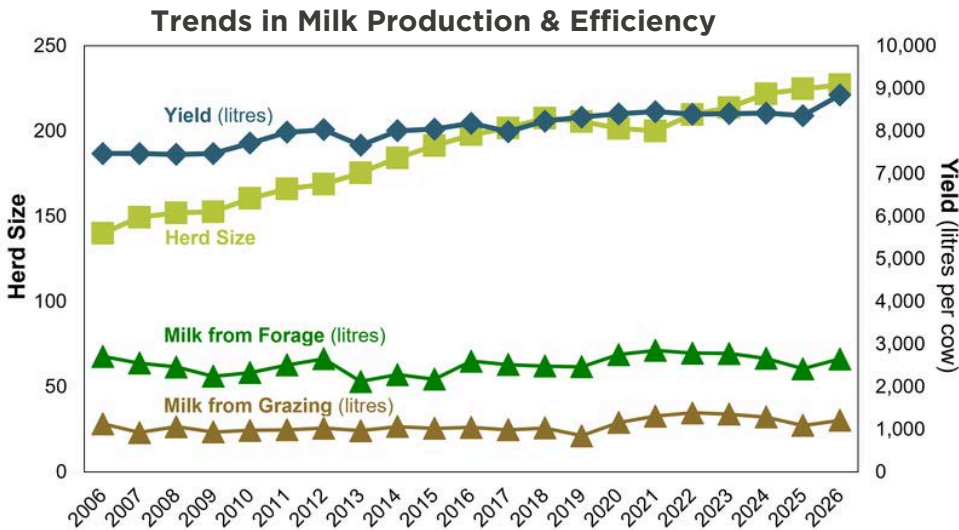
If you look at the split by production system (pages 6 to 7) you can see that the grazing-based herds managed a significant increase in milk from forage compared to those with a housing focus. Even so, many had to purchase extra forage or feed to account for the drought-related shortfall.

Overall, milk yields averaged a record 8,848 litres/cow among conventional Holstein Friesian herds - up 5.8%, year-on-year, up 8.1% on 2016, and an 18.4% rise on 2006. The motivators to achieve this are clear: relatively strong milk price in the first half of the year, combined with lower concentrate costs, making for an attractive milk: feed price ratio of 1.40.

Indeed, despite falling off a cliff in the latter part of the year, milk prices averaged 41.74ppl - 1.12ppl down on 2024/25 but still the third highest on record. Concentrate costs averaged £298/t, £9 down on last year and the lowest since 2022.

As a result, farmers fed 4% more concentrates (at a record 2,997kg/cow), while also successfully increasing milk from forage (up 9.5% on the year, to 2,652 litres/cow).

ANNUAL ROLLING RESULTS					
Holstein/Friesian, Conventional Herds	Year Ending Mar 2006	Year Ending Mar 2016	Year Ending Mar 2026	Difference 10 years ago	% Change
Cows in herd	140	198	227	29	14.6%
Stocking rate (cows/ha)	2.16	2.30	2.31	0.00	0.0%
MILK PRODUCTION					
Milk yield (litres/cow)	7,472	8,184	8,848	664	8.1%
Yield from all forage (litres/cow)	2,711	2,600	2,652	52	2.0%
Yield from grazed forage (litres/cow)	1,128	1,045	1,209	164	15.7%
Total yield from forage (%)	36%	32%	30%	-2%	-5.7%
Butterfat (%)	4.04	4.07	4.37	0.30	7.4%
Protein (%)	3.27	3.30	3.46	0.16	4.8%
Bactoscan ('000)	29	26	27	1	3.8%
Cell count ('000)	191	163	151	-12	-7.4%
Milk price (pence/litre)	18.43	24.18	41.74	17.55	72.6%
Total milk value (£/cow)	1,377	1,979	3,693	1,713	86.6%
Milk price : feed price ratio	1.41	1.15	1.40	0.25	21.6%
FEED					
Concentrate use (kg/cow)	2,151	2,509	2,997	482	19.2%
Concentrate use (kg/litre)	0.29	0.31	0.34	0.03	9.7%
Concentrate price (£/tonne)	131	210	298	88	41.9%
Other purchased feed cost (£/cow)	24	51	90	49	96.1%
Total purchased feed cost (£/cow)	306	578	984	413	71.5%
Total purchased feed cost (p/litre)	4.10	7.06	11.13	4.14	58.6%
All P. Feed @ 86% DM equiv. (kg/cow)	2,357	2,744	3,253	513	18.7%
MOPF (£/cow)	1,071	1,401	2,708	1,300	92.8%
MOPF (pence/litre)	14.33	17.12	30.61	13.41	78.3%



Not only did this support overall yields, it bolstered butterfat and protein contents. This consolidates a consistently upward trend in milk solids over the past seven years.

The margin over purchased feed per cow increased by 3.2%, year-on-year, to £2,708/cow, while falling per litre. With little change in cow numbers, the higher yields and milk solids combined to boost overall herd margin over purchased feed by over 4%, to a record £614,898. This increased margin is much needed, though, to cover the ever-rising costs of other inputs - particularly labour and machinery.

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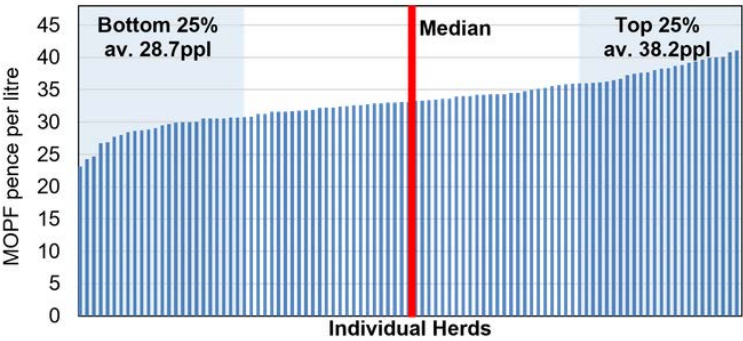
PRODUCTION SYSTEMS

One of the things that makes dairy farming in the UK so interesting is that there is no one right system. The variety of topography, micro-climates, land price and breeds mean each system can be profitable with effective management and the right market. The aim of this analysis is therefore to enable producers to benchmark against their own system type.

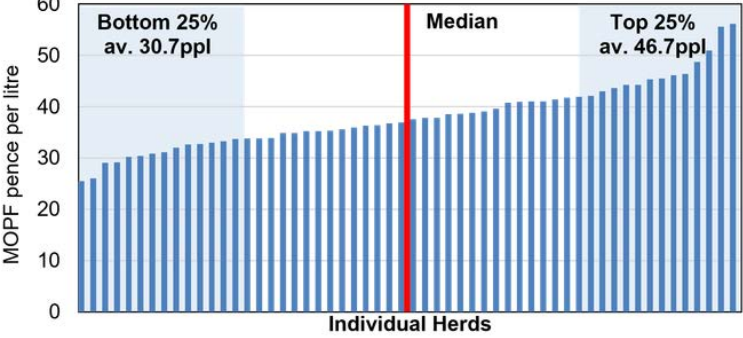
Conventional Systems

That said, a marked trend this year is the improvement in yields - including from forage - among grazing herds, and the positive impact this had on margins over purchased feed. All systems saw higher yields, but three groups stand out: the spring calving herds jumped by 12%, and the grazing focused block calving and grazing focused all year-round calving groups increased by 8 to 9% year-on-year, while the housing focused systems increased by 1 to 3%. This highlights the value of a good spring grazing season following two very difficult years. Usually, when concentrate use increases, yields from forage tend to fall, but that wasn't the case last year, showing the pushes for yield weren't at the expense of feed efficiency. Yields from forage for these groups were up by 15% for the grazing focused groups versus 4 to 8% for the other groups.

Range of Block Calving Herds (Grazing Focus)

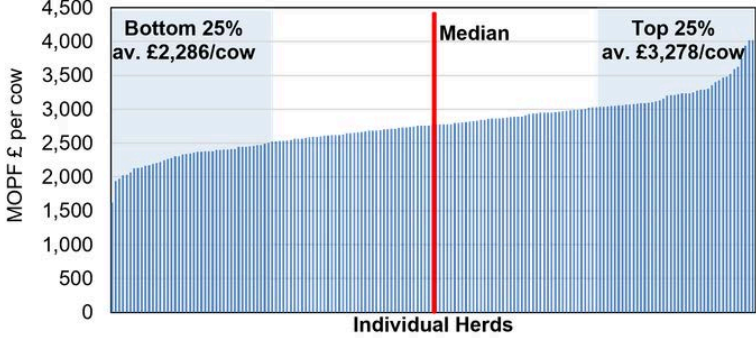


Range of Spring Calving Herds



Conventional Herds, All Breeds	Spring Calving Herds	Autumn / Split Block Calving (Grazing Focus)	Autumn / Split Block Calving (Housing Focus)
Cows in herd	229	198	233
Stocking rate (cows/ha)	2.45	2.13	2.20
MILK PRODUCTION			
Milk yield (litres/cow)	6,160	7,230	8,735
Yield from all forage (litres/cow)	2,984	3,096	3,046
Yield from grazed forage (litres/cow)	1,737	1,430	1,230
Number of days grazing	205	229	161
Total yield from forage (%)	48%	43%	35%
Milk solids (kg per cow)	513	596	698
Milk price (pence/litre)	44.24	42.78	42.17
Milk price: feed price ratio	1.44	1.46	1.43
MARGIN OVER PURCHASED FEED (MOPF)			
MOPF (£/cow)	2,191	2,424	2,783
MOPF (pence/litre)	35.57	33.53	31.86

Range of Block Calving Herds (Housing Focus)



Calving Pattern	Grazing Days (per year)	Production System
Spring Block Calving (70%+ of herd calving in Feb, Mar & Apr)	Typically above 200 days grazing*	System 1 Spring Calving Herds
Autumn Block Calving (70%+ of herd calving in Aug, Sep & Oct) OR Split Block Calving (70%+ of herd calving in Feb, Mar, Apr & in Aug, Sep & Oct)	Above 200 days grazing* Less than 200 days grazing*	System 2 Block Calving, Grazing Focus System 3 Block Calving, Housing Focus
All Year Round Calving	Above 160 days grazing*	System 4 All Year Calving, Grazing Focus
	Less than 160 days grazing*	System 5 All Year Calving, Housing Focus

How to select your system

3% of conventional herds

9% of conventional herds

17% of conventional herds

24% of conventional herds

47% of conventional herds

Splitting out & analysing herds further than the standard “calving pattern” split, enables more focus on efficiency for herds with either a grazing or housing focus (based on days grazing). Otherwise 71% of herds using Kingshay’s dairy costings service would fall in the “all year round calving” bracket. Herds with more of a “housing focus” may achieve higher yields, but overhead costs will also be higher. The income/cost profile and key performance indicators (KPIs) of these herds will also be very different.

Organic Herds (All Breeds)	Less than 6,250 litres per cow**	System 6 Organic, Low or Moderate Yield	36% of organic herds
	Above 6,250 litres per cow**	System 7 Organic, High Yield	64% of organic herds

* Where you have more than one grazing group, use a weighted average. e.g. A 250 cow herd with 150 high yielders grazing for 170 days a year and 100 lower yielders grazing for 220 days then: (150 cows x 170 days) + (100 cows x 220 days) = 47,500 grazing days. 47,500 days / 250 cows = an average of 190 grazing days.
** Yield is the average milk production per cow within a 12-month period.

PRODUCTION SYSTEMS

The increase could have been higher but for the 2025 summer drought which impacted herd performance in much of England, with spring calving herds not surprisingly most affected.

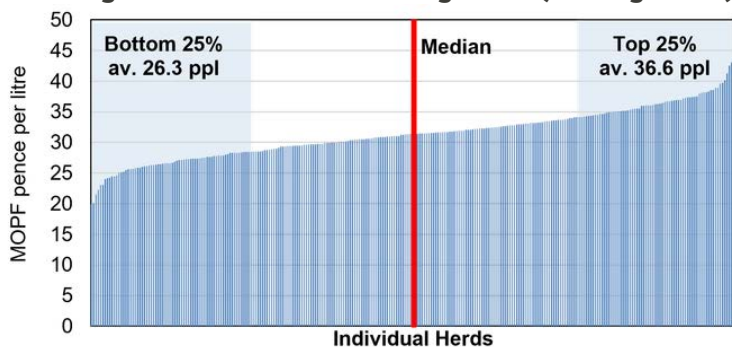
Milk price fell across all conventional systems, most markedly in autumn / split block calving herds which experienced a 4.7% fall. Annual averages hide the monthly variation – more on page 8.

Despite the milk price fall, margins over purchased feed per cow increased by 11% for the spring calving herds compared to the previous year. The autumn/split block calving grazing herds increased by 5%, while the housed block calving herds reduced by 3% and all year-round calving herds remained static.

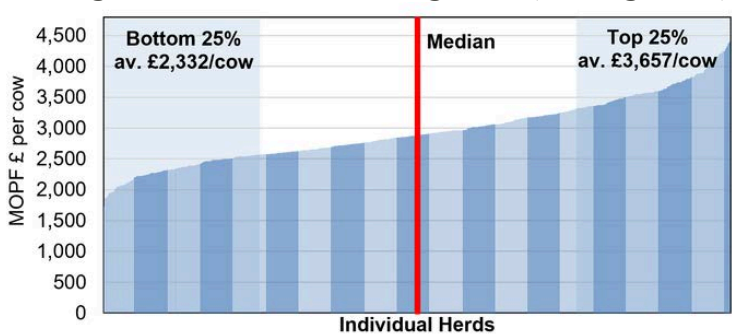
Conventional Herds, All Breeds	All Year Round Calving (Grazing Focus)	All Year Round Calving (Housing Focus)
Cows in herd	163	263
Stocking rate (cows/ha)	2.27	2.42
MILK PRODUCTION		
Milk yield (litres/cow)	7,420	10,075
Yield from all forage (litres/cow)	2,705	2,383
Yield from grazed forage (litres/cow)	1,248	1,031
Number of days grazing	199	142
Total yield from forage (%)	37%	24%
Milk solids (kg per cow)	607	804
Milk price (pence/litre)	41.30	41.44
Milk price: feed price ratio	1.35	1.40
MARGIN OVER PURCHASED FEED (MOPF)		
MOPF (£/cow)	2,302	2,947
MOPF (pence/litre)	31.02	29.25

Organic Herds, All Breeds	Low / Moderate Yielding Herds	High Yielding Herds
Cows in herd	255	236
Stocking rate (cows/ha)	1.80	1.89
MILK PRODUCTION		
Milk yield (litres/cow)	5,376	7,790
Yield from all forage (litres/cow)	2,708	3,069
Yield from grazed forage (litres/cow)	1,603	1,668
Number of days grazing	253	216
Total yield from forage (%)	50%	39%
Milk solids (kg per cow)	438	591
Milk price (pence/litre)	58.22	57.30
Milk price: feed price ratio	1.26	1.24
MARGIN OVER PURCHASED FEED (MOPF)		
MOPF (£/cow)	2,466	3,351
MOPF (pence/litre)	45.87	43.02

Range of All Year Round Calving Herds (Grazing Focus)



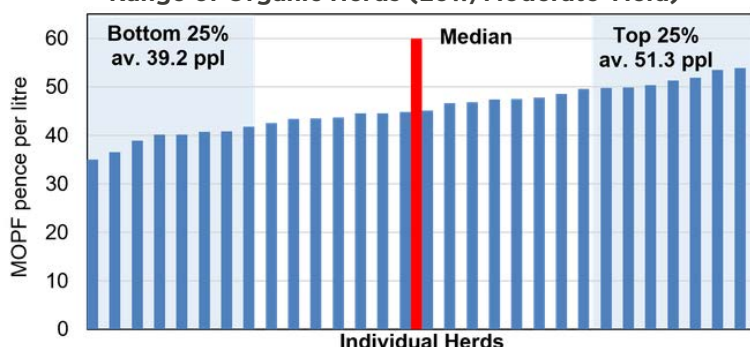
Range of All Year Round Calving Herds (Housing Focus)



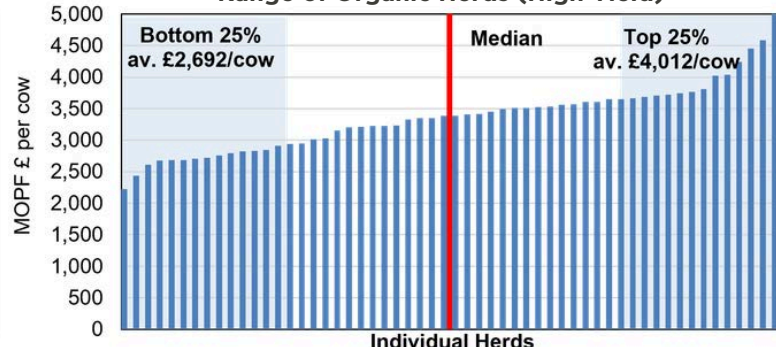
Organic Herds

The biggest positive for organic herds last year was the increase in milk price - up 7.6% for low-to-moderate yielders and 8% for high yielders, to 58.22ppl and 57.30ppl, respectively. Both systems mirrored each other, with yield increasing 5.6% for the lower yielders, and 6.1% for the high yielders. These extra litres came from both purchased feed, increasing by 5.9% and 7.2% respectively, and more milk from forage. Benefiting from a strong milk price, margins per cow rose 17% for the low yielders to £2,466 and 18% for the high yielders to £3,351, and this rise was reflected on a per litre basis too.

Range of Organic Herds (Low/Moderate Yield)



Range of Organic Herds (High Yield)

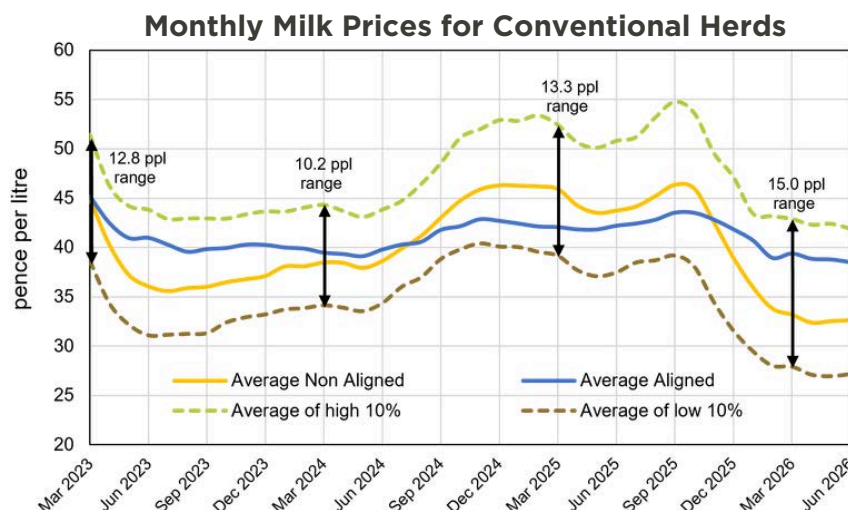


MILK PRICE ANALYSIS

The past milk year was one of extreme volatility, a reflection of both the global market in which we operate, and more recently, the changing climate.

Producers started the year on a high. Milk prices averaged a welcome 45.24ppl and production was booming. In fact, spring milk yields were so high that the UK had insufficient capacity to process so much milk, and some had to be dumped.

While one would expect such record production to bring prices down, this didn't happen, because global production was tight, with Europe suffering from Bluetongue and the US from Avian Flu amongst other factors. So dairy commodity markets, and therefore UK values, remained firm.



The graph shows the actual price paid to producers, so reflects the seasonality deductions made in April and May and the lifting of them over the summer, despite the fact that base prices remained firm. However, global production picked up over the summer and became oversupplied by the autumn, meaning commodity prices - and UK farmgate values - went into freefall from October onwards. They reached an average low of 33.38ppl in April 2026 before starting to pick up into this summer as production eased back.

The chart includes the average milk price received by herds on aligned contracts, who receive a milk price linked to the cost of production of the herds in their supply group, and non-aligned herds who are more exposed to market prices. At peak in September, the top 10% of producers received 54.79ppl, while the average aligned group got just 43.53ppl, against the non-aligned average of 46.37ppl.

Highest vs Lowest Milk Price Contracts - Calculated based on a level supply

Year ending	Mar 20	Mar 21	Mar 22	Mar 23	Mar 24	Mar 25	Mar 26
Top pence per litre	33.52	32.80	40.55	52.95	44.98	46.91	47.06
Bottom pence per litre	25.08	25.34	33.81	37.49	32.00	39.27	28.24
Difference	8.44	7.46	6.74	15.46	12.98	7.64	18.82

Source: AHDB Dairy

As the tables turned and prices dropped, those on aligned contracts were insulated from the worst falls and moved towards the top of the table. At the market low in April 2026, the bottom 10% averaged 27.08ppl, with non-aligned contracts averaging 32.38ppl and aligned suppliers averaging 38.87ppl. This highlights the benefit of aligned contracts in removing volatility - missing out on both the best peaks and the worst troughs.

The picture has changed again since then, with the summer drought and forage shortages curbing yields, sending prices back up slowly. The only certainty seems to be that volatility, in every form, is here to stay.

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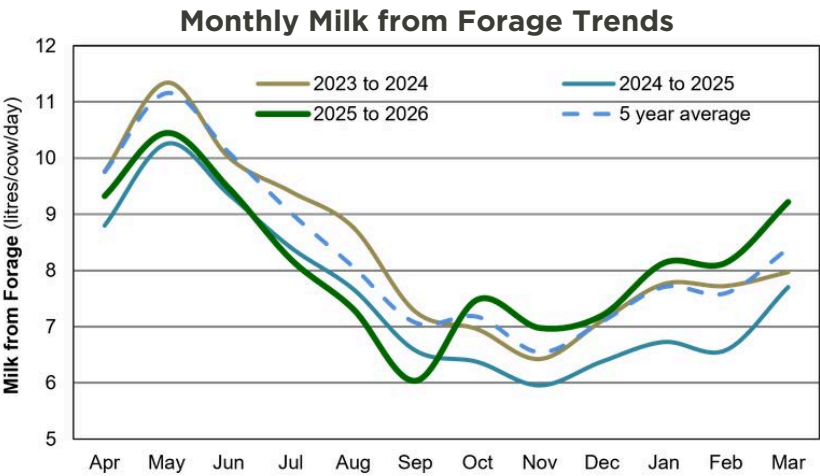
MILK FROM FORAGE

The past two years have been characterised by extreme weather contrasts: following a rainy summer, the mild winter of 2024/25 paved the way for a good spring grazing season, but minimal rain across much of England led to a severe drought over the summer of 2025, followed by a record wet winter into 2026. However, while some areas fared badly in 2025, others (further west and north) had their best grass growing season ever (see regional analysis, page 10).

It is perhaps surprising then, that the gap between the top 10% and average farms narrowed last year, to a difference in margin over purchased feed of £359/cow, following three years of widening difference. All groups managed to increase their milk from forage, with the top 10% of farms up 7% to 4,460 litres/cow and the average up 9.5% to 2,652 litres. The top 10% produced 49% of their milk from forage, against the bottom quartile at just 12%.

As might be expected, those getting the least from forage are the largest, likely housed, herds, while those getting the most are the smallest, likely grazing herds. But that's not to say the latter have poor yields - they averaged 9,112 litres/cow against 9,326 litres in the bottom quartile.

Despite these high yields, the top 10% used the least purchased feeds, while the bottom quartile used the most. The top herds managed the highest margin over purchased feed on both a per-cow and per-litre basis, at £3,067 and 33.66pppl, respectively, compared to £2,593 and 27.81pppl in the lowest quartile.



ANNUAL RESULTS - YEAR END MARCH 2026 (RANKED BY MILK FROM FORAGE)						
Holstein/Friesian, Conventional Herds	Top 10%	Top 25%	Average	Bottom 25%	Top 25% - last year	Average - last year
Cows in herd	198	212	227	261	222	226
Stocking rate (cows/ha)	2.18	2.22	2.31	2.39	2.24	2.39
MILK PRODUCTION						
Milk yield (litres/cow)	9,112	8,724	8,848	9,326	8,555	8,422
Yield from all forage (litres/cow)	4,460	3,986	2,652	1,145	3,721	2,450
Milk price (pence/litre)	42.12	42.29	41.74	41.16	43.57	42.40
FEED						
Concentrate use (kg/cow)	2,413	2,435	2,997	3,683	2,463	2,883
Concentrate use (kg/litre)	0.26	0.28	0.34	0.39	0.29	0.34
Concentrate price (£/tonne)	304	302	298	294	315	309
Other purchased feed cost (£/cow)	37	46	90	164	47	81
Total purchased feed cost (p/litre)	8.45	8.96	11.13	13.35	9.60	11.53
All P. Feed @ 86% DM equiv. (kg/cow)	2,498	2,543	3,253	4,201	2,573	3,113
MARGIN OVER PURCHASED FEED (MOPF)						
MOPF (£/cow)	3,067	2,908	2,708	2,593	2,906	2,599
MOPF (pence/litre)	33.66	33.33	30.61	27.81	33.96	30.86



REGIONAL ANALYSIS

As ever, the regional analysis can take some unpicking, given that the datasets are not matched herds, year-on-year, so interpretation of trends requires a level of caution.

Similar to previous years, Scotland and the Midlands had the largest herd sizes and the highest yields (253 and 263 head at 9,249 litres and 9,511 litres, respectively). All regions enjoyed higher yields compared to the previous year, with the Midlands leading the way, up 7% and the South West and Scotland up by 6% and 5% each. The amount the different groups fed to achieve this is interesting: herds in the Midlands fed 6% more total purchased feed to achieve their 7% increase in yield, whereas the North fed just 1% more for a 4% increase in yield.

Much of the western side of GB had its best grass growing season ever, with long hours of sunshine and just enough rain. However, further east and south the summer drought really took its toll. As a result, Scotland produced 23% more milk from forage than the previous year, compared to the South of England, up just 3%. That said, Northern and Scottish herds still produced the lowest yields from forage, while the South East lead the way at 3,367 litres/cow.

All regions managed to increase both butterfat and protein, with the South East topping the charts at 4.46% and 3.49% respectively.

Overall, margins in every region improved on a per cow basis, with the South topping the table at £2,867. On a per-litre basis, the picture was more mixed, depending on the cost of producing those extra litres, but the South East, having made best use of forage, came out top at 32.86ppl.

ANNUAL RESULTS - YEAR END MARCH 2026							
Holstein/Friesian, Conventional Herds	South-West	South	South-East	Midlands	North	Wales	Scotland
% of herds	32%	7%	2%	21%	19%	14%	5%
Cows in herd	231	227	212	263	213	213	253
Stocking rate (cows/ha)	2.18	2.19	2.09	2.33	2.48	2.58	2.66
MILK PRODUCTION							
Milk yield (litres/cow)	8,626	9,095	8,469	9,511	9,136	8,019	9,249
Yield from all forage (litres/cow)	2,884	2,882	3,367	2,488	2,385	2,855	1,955
Milk price (pence/litre)	42.99	42.44	42.74	41.12	41.15	41.13	40.95
Change on last year (pence)	0.19	-0.56	-1.49	-0.53	-0.99	-1.20	-0.46
FEED							
Concentrate use (kg/cow)	2,940	2,848	2,586	3,220	3,125	2,567	3,360
Concentrate use (kg/litre)	0.34	0.31	0.31	0.34	0.34	0.32	0.36
Concentrate price (£/tonne)	298	298	306	295	295	303	303
Other purchased feed cost (£/cow)	61	146	44	135	123	121	125
Total purchased feed cost (£/cow)	937	993	837	1,085	1,045	900	1,144
Total purchased feed cost (p/litre)	10.86	10.92	9.88	11.41	11.44	11.22	12.37
Change on last year (pence)	-0.31	-0.27	-0.47	-0.57	-0.59	0.42	-0.41
MARGIN OVER PURCHASED FEED (MOPF)							
MOPF (£/cow)	2,771	2,867	2,783	2,827	2,714	2,398	2,643
MOPF (pence/litre)	32.12	31.52	32.86	29.72	29.71	29.91	28.57
Change on last year (pence)	0.49	-0.29	-1.03	0.04	-0.41	-1.62	-0.05



MILKING FREQUENCY

The proportion of robotic herds continues to increase - rising from 6% of herds in 2020 to 11% now. Over the same time twice-daily milking dropped to 85% and thrice-daily remained static at 3%. This trend is due in part to labour challenges and releasing family members from the tie of milking. But robotic systems do bring a cost and tend to steer people away from grazing.

Three-times-a-day systems showed a marked shift in herd size, growing from 564 cows on average in 2024/25 to 600. Neither robotic milking or twice-daily milking saw a similar change, although robotic milking had a slightly higher stocking rate, year-on-year, while twice and thrice-daily systems saw a slight reduction in stocking rate over the same period.

In line with other trends, all systems saw an increase in milk yields, with thrice-daily up 5%, twice-daily up 4% and robotic up 3%. However, the difference in milk from forage is surprising, with thrice-daily systems producing 4.5% less from forage than last year. It's possible that these systems were in regions most affected by the drought. Robotic systems produced 3.8% more from forage, with twice-daily regimes - those which are most likely to be grazed - rising by 8.9% to 2,705 litres/cow.

As would be expected, the three-times-a-day milkers fed 4.2% more concentrates than the previous year, with robotic systems up 1.4% and twice-daily milkers up 2.5%. All enjoyed slightly cheaper concentrate prices, although the three-times milkers cut their prices the most, likely benefiting from economies of scale in purchasing.

Milk prices all dropped, and milk protein content increased across the board, although there was some fluctuation in butterfat. As would be expected, the twice-daily milkers had the highest constituents and the more frequent milkers the lowest.

Given the increase in yield, it's unsurprising that three-times milking systems had the largest increase in margin per cow, up 5% to lead the way at £3,333.

ANNUAL RESULTS - YEAR END MARCH 2026			
Holstein/Friesian, Conventional Herds	Twice a day milking	Robotic milking	Three times a day milking
Cows in herd	217	189	600
Stocking rate (cows/ha)	2.29	2.24	2.62
MILK PRODUCTION			
Milk yield (litres/cow)	8,565	10,364	11,124
Yield from all forage (litres/cow)	2,705	2,480	1,930
Bactoscan: Cell count ('000)	26 : 152	35 : 151	26 : 141
Milk price (pence/litre)	41.67	42.18	42.34
FEED			
Concentrate use (kg/cow)	2,843	3,812	3,988
Concentrate use (kg/litre)	0.33	0.37	0.36
Concentrate price (£/tonne)	298	304	280
Other purchased feed cost (£/cow)	98	103	262
Total purchased feed cost (£/cow)	946	1,261	1,377
Total purchased feed cost (p/litre)	11.04	12.16	12.38
All P. Feed @ 86% DM equiv. (kg/cow)	3,098	4,064	4,677
MARGIN OVER PURCHASED FEED (MOPF)			
MOPF (£/cow)	2,623	3,111	3,333
MOPF (pence/litre)	30.63	30.02	29.96

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INPUT PRICE ANALYSIS

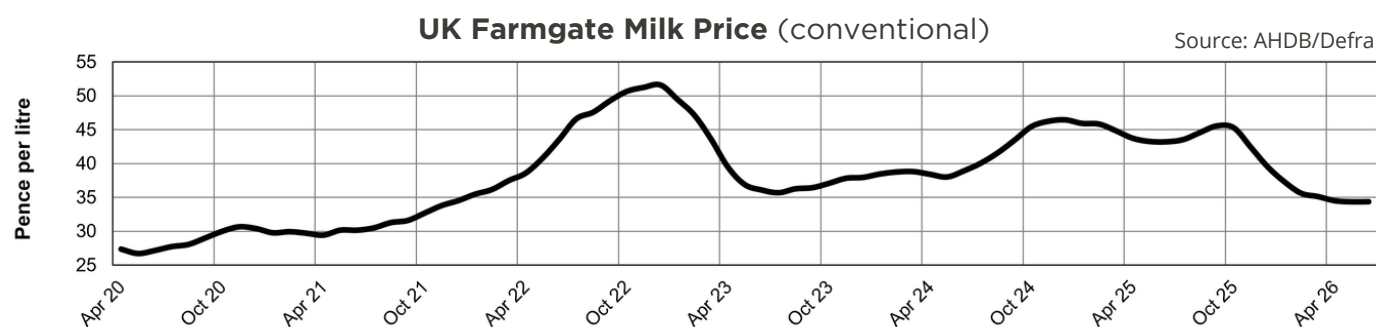
Input prices started ticking up at the turn of the calendar year, triggered by the war in the Middle East and subsequent closure of the Strait of Hormuz. At the same time, milk prices were in freefall, meaning the milk price to input cost ratio increased sharply.

Taking the milk year as a whole, industry average milk prices sourced from AHDB increased from a low of 43.23ppl in June 2025 to a peak of 45.58ppl in September. They then crashed to just 35.12ppl in March 2026, reducing producers' ability to absorb rising input costs. The charts below express input costs relative to the milk price in each month, expressed as the litres required to buy 1 kg of product or 100 litres of diesel.

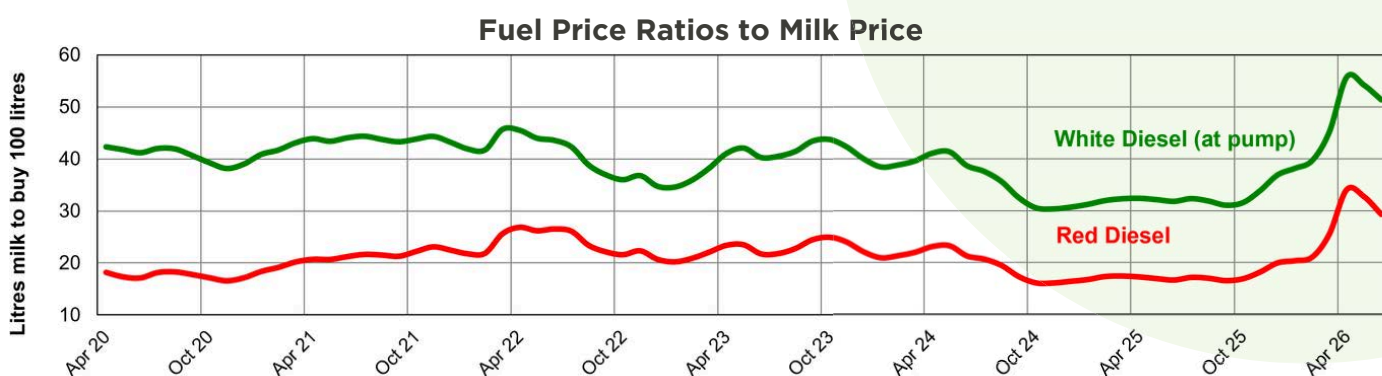
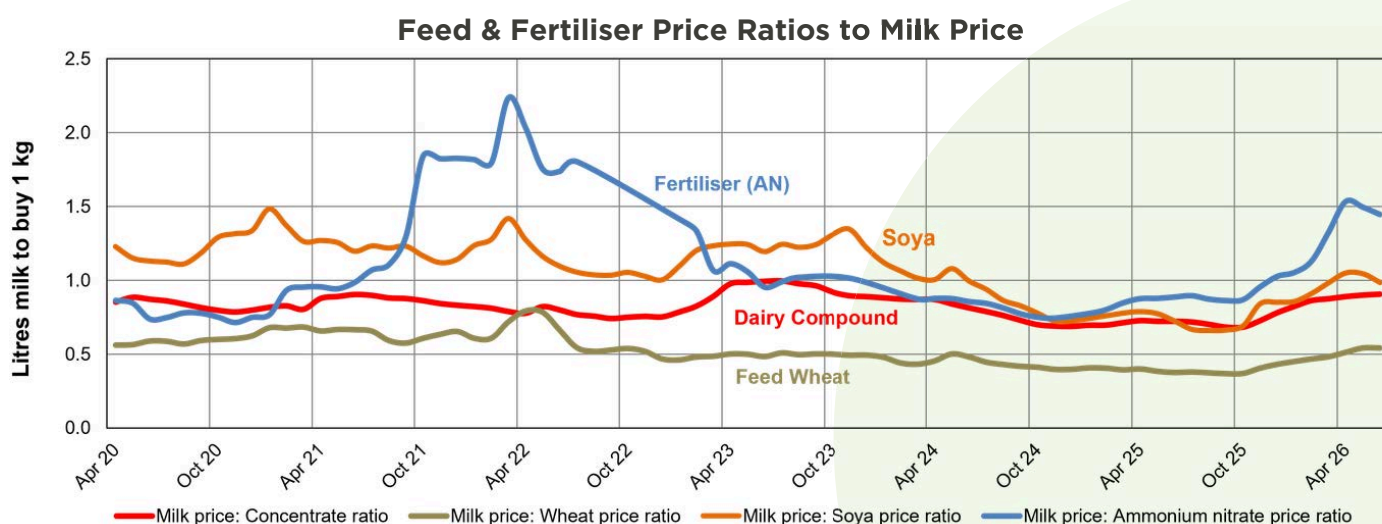
Over most of that time, input values remained relatively steady, with many easing slightly into the autumn before firming again. But March 2026 brought a big spike in diesel values due to the Iran conflict, with white diesel rising from 141ppl to 159ppl and red diesel from 75ppl to almost 90ppl. In the months following, values peaked in April at 192ppl and 118ppl, respectively, before easing to 165ppl and 91ppl in July 2026. Fertiliser values also rocketed, from £402/t in February 2026 (UK bagged ammonium nitrate) to £529/t in April 2026, before easing to £439/t by July 2026.

Feed prices have been relatively stable. But from April onwards milk prices kept declining, to bottom at 34.36ppl in May 2026, meaning the input cost to milk price ratio remained unfavourable throughout 2026.

Labour is another key cost, evaluated at £18.76/hour (including national insurance and pension) for a senior skilled worker and £14.63/hr for a minimum wage 21-year-old. This has risen steeply over the past three years in particular, bringing the increase to 51% over the past five years.



The charts below illustrate how the input price to milk price ratios have changed over time.



MILK YIELD BANDS

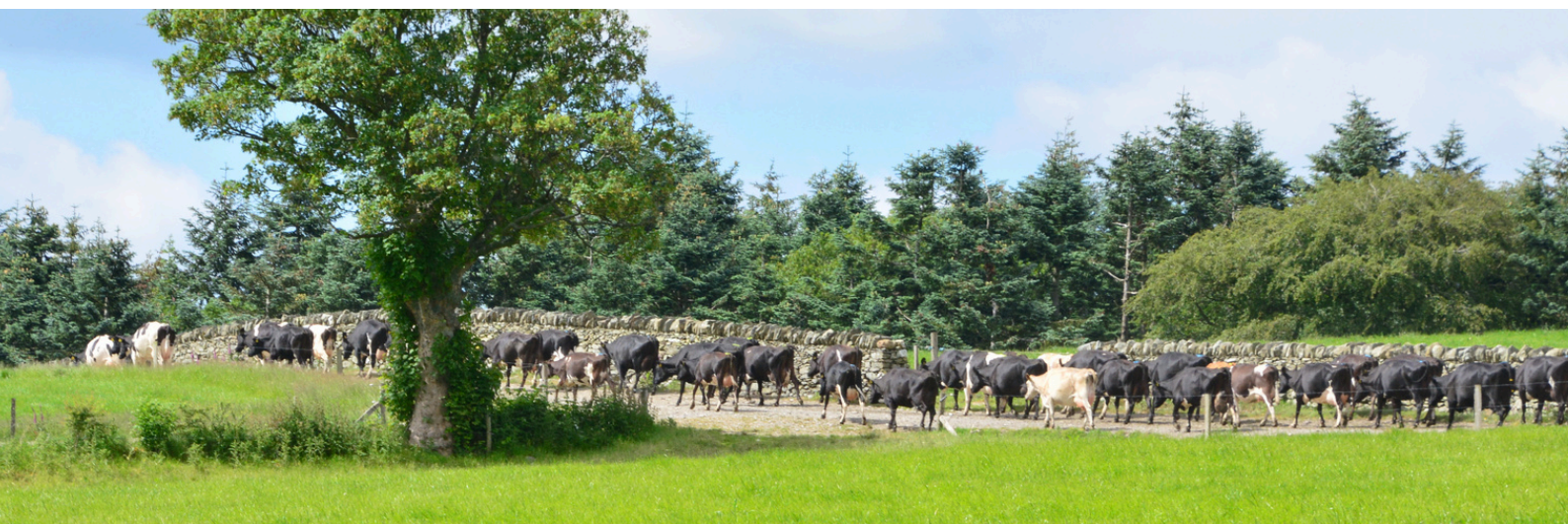
Last year saw a return to normality when it comes to yield band trends - as yield increases so too does herd size, concentrate use and total feed cost per cow; that's usually a given. The 2024/25 milk year saw a blip in margins over purchased feed though, upsetting the normal rhythm of margins per cow rising with yield, and margins per litre dropping with yield.

At that time, the lowest yielders had struggled with a significantly poorer milk price as well as the steepest drop in production. But that group turned things round in 2025/26, returning the charts to their expected fashion.

The range in milk prices narrowed last year, to 0.76ppl - down from 3.38ppl the previous year. Indeed, the lowest yielding herds managed to secure a 5.5% increase in price, to a chart-topping 42.08ppl, while the former highest paid herds (7,000 to 8,000 litres) dropped the most, down 3.5% to 41.81ppl. The middle group (8,000 to 9,000 litres) suffered the lowest price this year, at 41.32ppl.

One trend that has changed is that of milk constituents - in 2024/25, both butterfat and protein declined as yields increased. But last year that wasn't the case. Almost all herds increased their butterfat and protein content, but in varying degrees, so the trend, while still evident, was less clear-cut. In fact, the range between the highest and lowest fat and proteins narrowed, from 0.31 percentage points and 0.11 percentage points, respectively, to 0.29 percentage points and 0.12 percentage points last year.

ANNUAL RESULTS - YEAR END MARCH 2026						
Holstein/Friesian, Conventional Herds	Up to 6,000 litres	6,000 to 7,000 litres	7,000 to 8,000 litres	8,000 to 9,000 litres	9,000 to 10,000 litres	Over 10,000 litres
Cows in herd	162	159	179	205	240	310
Stocking rate (cows/ha)	2.32	2.32	2.16	2.19	2.17	2.57
MILK PRODUCTION						
Milk yield (litres/cow)	5,284	6,576	7,527	8,496	9,464	11,256
Yield from all forage (litres/cow)	2,463	2,982	2,904	2,737	2,641	2,355
Total yield from forage (%)	47%	45%	39%	32%	28%	21%
Butterfat (%)	4.52	4.49	4.43	4.40	4.37	4.23
Protein (%)	3.54	3.51	3.48	3.46	3.45	3.42
Milk price (pence/litre)	42.08	41.98	41.81	41.32	42.03	41.61
FEED						
Concentrate use (kg/cow)	1,493	1,883	2,341	2,868	3,294	4,068
Concentrate use (kg/litre)	0.28	0.29	0.31	0.34	0.35	0.36
Concentrate price (£/tonne)	306	304	302	297	301	292
Other purchased feed cost (£/cow)	15	20	36	59	151	192
Total purchased feed cost (£/cow)	472	592	744	910	1,142	1,380
Total purchased feed cost (pence/litre)	8.92	9.01	9.88	10.71	12.06	12.26
All P. Feed @ 86% DM equiv. (kg/cow)	1,553	1,958	2,463	3,054	3,619	4,572
MARGIN OVER PURCHASED FEED (MOPF)						
MOPF (£/cow)	1,752	2,168	2,403	2,601	2,836	3,304
MOPF (pence/litre)	33.16	32.97	31.93	30.62	29.97	29.35



HERD SIZE BANDS

There are several trends usually seen as herd size increases - yields and stocking rates rise, concentrate use increases, constituents drop, and margins per litre decrease. But that isn't always the case, and certainly not last year.

In 2025/26, the 250 to 300-cow herds proved anomalous when it came to both overall yield and yield from forage, producing more than might be expected against their larger and smaller counterparts.

There was no difference in butterfat levels in the 100 to 150-cow, 150 to 200-cow, and 200 to 250-cow bands, which shared the highest butterfat level of 4.39%. Meanwhile, protein content was strongest in the 300 to 400-cow band, at 3.52%. Bactoscans and somatic cell counts showed no pattern, demonstrating that udder management levels are not tied to the demographic of herd size.

Looking at concentrate use and milk from forage - again, while the overall trend is for milk from forage to drop and concentrate use to rise as herd size increases, the 250 to 300-cow group actually achieved second place for yield from forage per cow, after the smallest herd size group of 100 cows or less. Large herds are feeding a lot more straights, moist feeds and liquid feeds, alongside significantly more supplements, compared to smaller herds which rely more on compounds.

When it comes to margins, the larger the herd, the higher the margin per cow. But the per-litre margin doesn't mirror this; with their more careful focus on feed costs and strong production from forage, the middle groups did best. It's clear that attention to detail every step of the way is key, no matter how large or small your herd. A clear trend can be seen in compound prices - larger herds benefit from greater buying power.

ANNUAL RESULTS - YEAR END MARCH 2026							
Holstein/Friesian, Conventional Herds	Up to 100 cows	100 to 150 cows	150 to 200 cows	200 to 250 cows	250 to 300 cows	300 to 400 cows	Over 400 cows
Cows in herd	76	125	175	223	273	340	589
Stocking rate (cows/ha)	1.90	2.16	2.32	2.20	2.47	2.51	2.80
MILK PRODUCTION							
Milk yield (litres/cow)	7,629	8,445	8,646	9,039	9,464	9,386	10,203
Yield from all forage (litres/cow)	2,768	2,707	2,654	2,683	2,776	2,596	2,283
Milk price (pence/litre)	40.51	41.18	41.74	42.16	42.22	42.98	42.17
FEED							
Concentrate use (kg/cow)	2,452	2,802	2,904	3,089	3,244	3,185	3,645
Concentrate use (kg/litre)	0.32	0.33	0.34	0.34	0.34	0.34	0.36
Concentrate price (£/tonne)	312	307	302	297	293	286	276
Other purchased feed cost (£/cow)	39	111	78	97	116	124	162
Total purchased feed cost (£/cow)	804	970	956	1,015	1,065	1,034	1,169
Total purchased feed cost (p/litre)	10.54	11.48	11.05	11.23	11.25	11.02	11.46
All P. Feed @ 86% DM equiv. (kg/cow)	2,579	3,053	3,133	3,346	3,511	3,524	4,122
MARGIN OVER PURCHASED FEED (MOPF)							
MOPF (£/cow)	2,287	2,508	2,653	2,795	2,931	3,000	3,134
MOPF (pence/litre)	29.97	29.70	30.68	30.93	30.97	31.96	30.71



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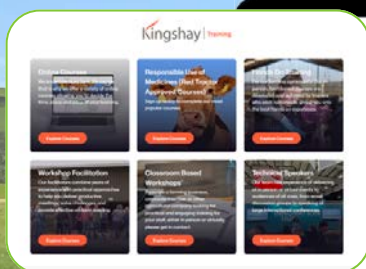
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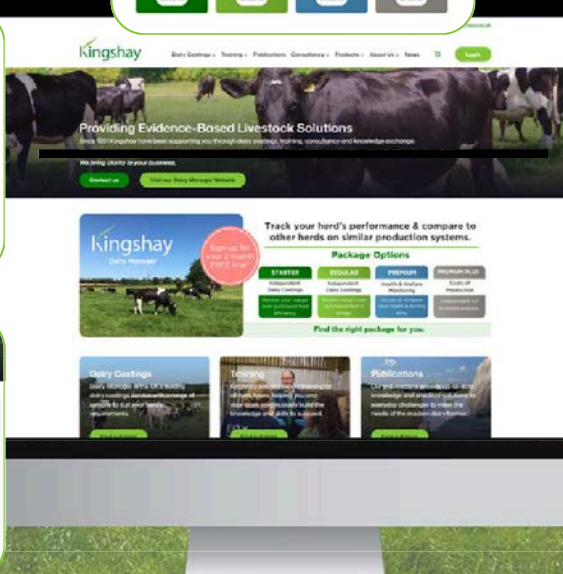
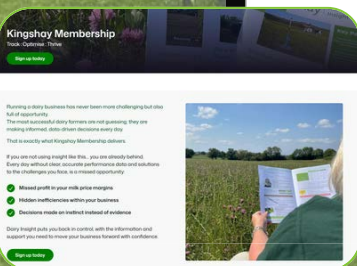
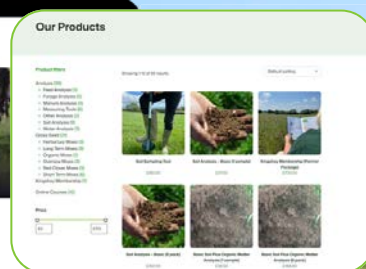
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HEALTH TRENDS

Health trends continue to move in the right direction overall, with marginal improvements in most calving-related issues. Abortions, retained cleansings and displaced abomasums (DAs) all reduced by 0.1 case per 100 cows, although milk fever saw a 0.4 uptick. Lameness also rose by one case per 100 cows, possibly due to improved monitoring and detection.

Cases per 100 cows	2022	2023	2024	2025	2026
Mastitis	30	29	26	24	24
Lameness	35	33	37	34	35

Looking over the past five years, the trends are impressive: Mastitis has dropped from 30 cases per 100 cows to 24, DAs from 2.8 to 1.8, difficult calvings from 3.8 to 2.9, abortions from 3.7 to 3.0 and metritis from 6.9 to 5.1. Lameness remains difficult to tackle, hovering around the 35-case mark. The proportion

of cows scoring 2 or 3 on mobility has increased from 5.9% two years ago to 8%. However, it is likely this is due to increased and improved mobility scoring than a genuine increase in mobility problems.

The gap between the top 25% of herds and the average has not narrowed, and the higher cost of replacements means the cost of health issues has increased. Overall, across the herd, the health issues listed cost an average of £30,307, whereas the top quartile has this down to £16,907. In 2024/25 the gap between the top quartile and average was £11,764 - this year that widened to £13,400.

Cases per 100 cows	Group	Top 25%	Est. Cost per Case	Group Cost	Top 25% Cost	Difference
Mastitis	24	14	£380	£9,138	£5,365	£3,773
Lameness	35	20	£357	£12,510	£6,984	£5,526
Milk Fever	2.5	0.8	£302	£763	£242	£521
Displaced Abomasums	1.8	0.5	£365	£659	£183	£476
Difficult Calvings	2.9	1.6	£457	£1,321	£731	£590
Retained Cleansings	3.5	2.0	£522	£1,802	£1,028	£774
Abortions	3.0	1.5	£803	£2,408	£1,205	£1,203
Metritis	5.1	3.5	£334	£1,706	£1,169	£537
TOTAL				£30,307	£16,907	£13,400

Lameness, mastitis and abortions offer the biggest wins, with gaps of £5,526, £3,773 and £1,203, respectively. The opportunities to reduce costs through improved health therefore remain significant.

FERTILITY TRENDS

Fertility has been on an improving trajectory for many years, but has stagnated over the past couple of years. That said, the conception rate increased from 42% to 44% in 2025/26, with the services per conception falling from 2.2 to 2.1. Culling for infertility increased from 6.8% to 7.9%, year-on-year. This may reflect poorer fertility, or, possibly more likely, that farmers are maintaining a tighter block-calving window or not carrying those not in-calf for so long.

The days to first service jumped from 72 to 77, while the calving interval extended by another day on last year. This could be the result of people deliberately extending their days to first service in high-yielding, all-year-round calving herds. The thinking is, if a cow is producing 60 litres/day or so, she is better off focusing on production than on getting pregnant. Calving is a critical risk period, so if a cow can yield well, for longer, it may be a better option for some farms. However, the economics of this approach remain uncertain, with UK industry guidance still generally favouring shorter calving intervals.

Fertility Status (Year ending...)	Last Year (March 2025)	This Year (March 2026)
Calving interval	394	395
Days to first service	72	77
Services per conception	2.2	2.1
Conception rate (%)	42%	44%
100 day in calf rate (%)	44%	44%
200 day not in calf rate (%)	16%	17%
Infertility culling rate (%)	6.8%	7.9%
Cost of infertility (p/litre)	2.15	2.80
Cost of infertility (£/cow)	£182	£238
Cost of extended calving interval per day	£6.86	£7.08

What is of particular note is the increase in the cost of infertility, which has jumped from 2.15ppl (£182/cow) to 2.8ppl (£238/cow), or £7.08/day of extended calving interval. This is due to the significantly higher cost of replacements - a freshly-calved Holstein heifer is now typically fetching £2,800+. As ever, focusing on fertility will pay dividends.

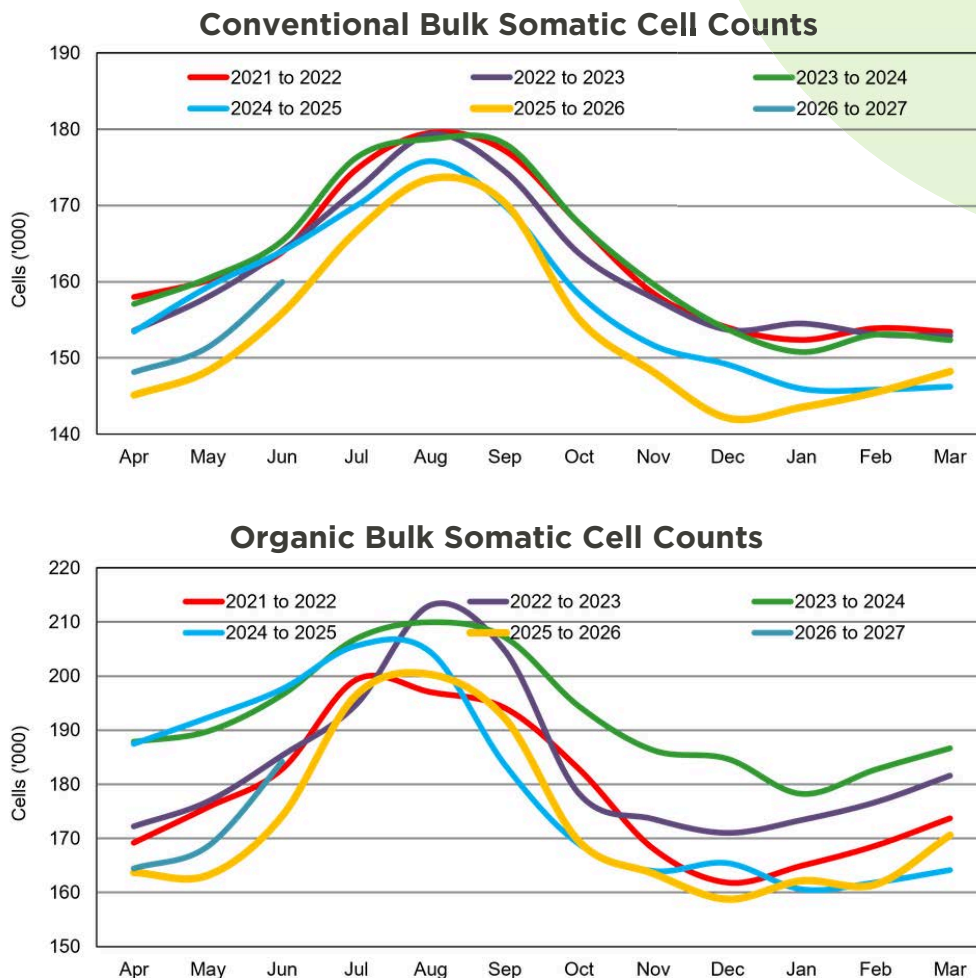
CELL COUNT ANALYSIS

Somatic cell counts (SCCs) have steadily been reducing year-on-year for the past decade or more, but saw a marked drop in 2025/26. Having been around the 163,000 mark for conventional herds from 2021 to 2024, they dropped to average 157,000 in 2024/25 and lost a further 3,000 last year to a new record low.

The seasonal trend remains, with highest SCCs in the summer due to heat, flies, and the fact that many cows are reaching late lactation. However, last year the trough in December was particularly low, at 142,000, before rising to 148,000 in March.

Organic herds have also succeeded in reducing their SCCs over the years and reached a record low average of 173,000 last year, down from 180,000 in 2024/25. They also reached a trough in December before ticking up in March. Bactoscans averaged 27 against a conventional average of 29.

Breaking the data into milking systems, robotic milkers averaged 150,000 in 2025/26, with a bactoscan of 35. Thrice-daily parlour systems averaged an SCC of 142,000 and bactoscan of 25, while twice-daily parlour milkers averaged 154,000 and 28, respectively.



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REASONS FOR COWS LEAVING THE HERD

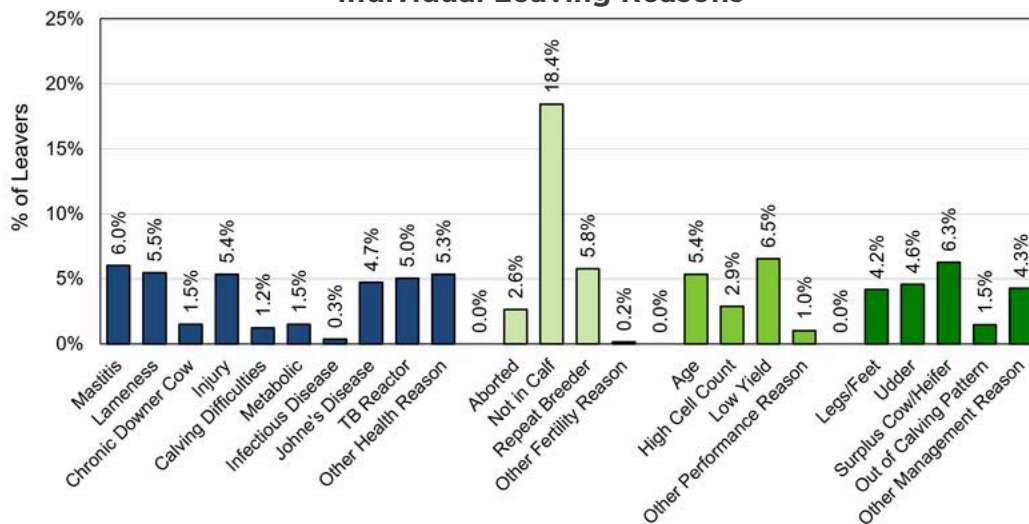
Producers culled slightly fewer cows last year, possibly to make the most of the higher milk prices. On average, 28.9% of cows left the herd, compared to a record high of 29.2% the year before. This meant that the age at exit increased slightly from 3.47 years to 3.58 years, the highest seen since 2019/20.

Of those leavers, the number of forced versus selected leavers remained unchanged, year-on-year, at 63% and 37%, respectively. The proportion of cows sold from the herd as milking cows, fell slightly to 8%, from 10% the previous year.

Health reasons dropped from 40.1% to 36.5% of leavers, year-on-year, reflecting a long-term downward trend, from 44.6% in 2020/21. Fertility, performance and management reasons remained relatively unchanged at 27.0%, 15.8% and 20.8%, respectively. As a percentage of cows in the herd, health remained the number one reason for culls, at 10.5%, followed by fertility (7.8%), management (6.0%) and performance (4.6%).



Individual Leaving Reasons



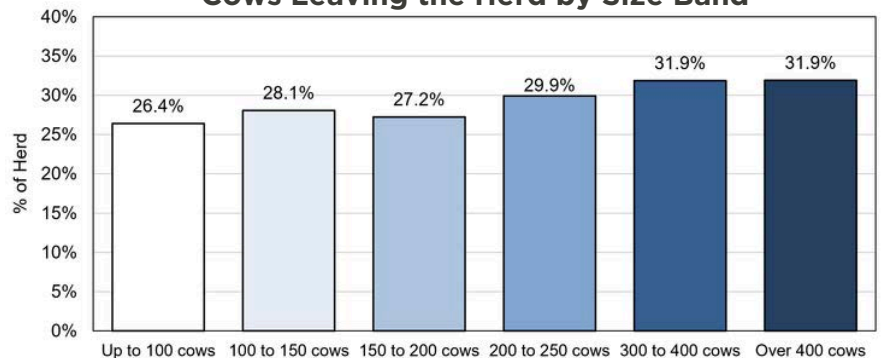
Considering the detailed individual reasons for leaving, not in-calf stayed in top position at 18.4% (up from 14.8%). Low yield was next at 6.5%, followed by surplus stock at 6.3%.

Looking at lactation numbers, 53.3% of leavers were in lactations 1 to 3, with 29.2% in lactations 4 and 5, reflecting a continued trend of culling cows earlier.

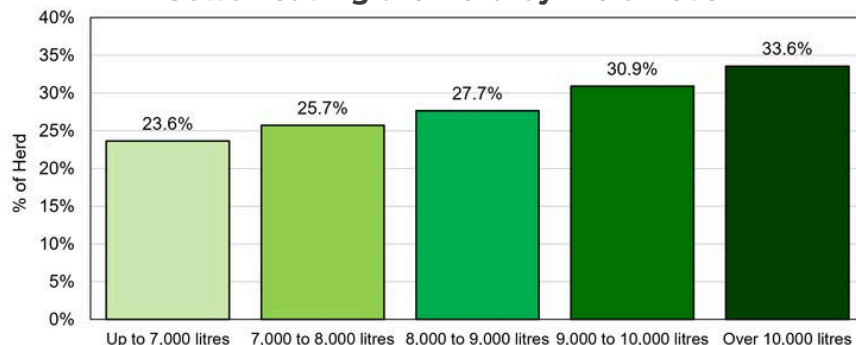
Management reasons (31.4%) were the primary reason for leavers in their first lactation, whereas health was the dominant category for later lactations.

Comparing herds by herd size bands broadly indicates a trend for higher exits rates within larger herds. The reasons for this will be intertwined with yield per cow since a greater proportion of the larger herds are also the higher yielding herds.

Cows Leaving the Herd by Size Band



Cows Leaving the Herd by Yield Level



Higher yields were also associated with higher leaving rates rising from 23.6% in herds yielding less than 7,000 litres per cow, to 33.6% in herds yielding over 10,000 litres. The higher yielding herds selected more leavers for management reasons and more of the forced leavers were for health reasons, with less for fertility. This can partly be explained by higher yielding herds tending to be all-year round calvers, without the requirement to maintain a tight calving block.

Call Kingshay to discuss monitoring leaving reasons for your herd.

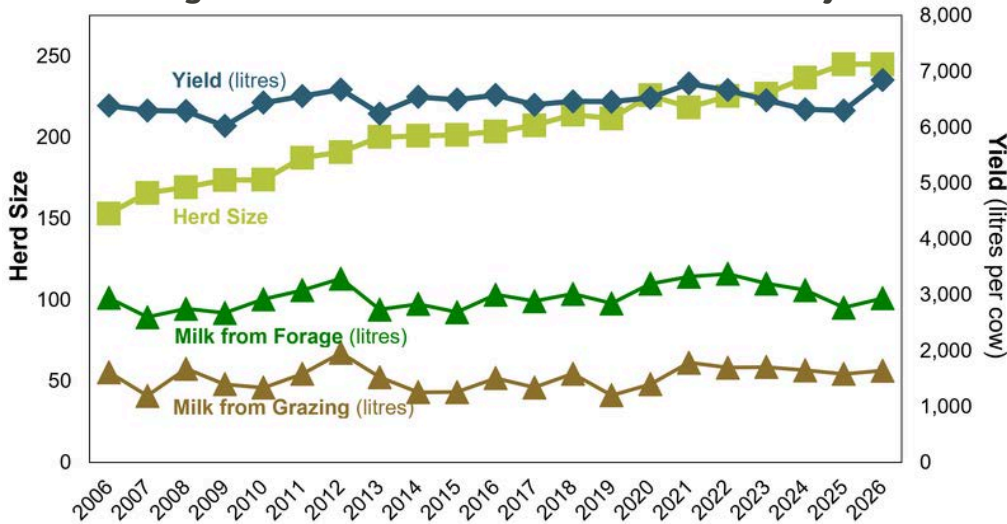
ORGANIC HERDS

Organic herds were stronger from both a financial and productivity perspective last year. While herd size remained around the 250 mark, yields, milk solids, milk price, and margins all improved.

Cow calving rates increased by 5.5% while heifer calvings were down by 7.9%, perhaps reflecting reduced breeding of replacements. Overall yields increased by 8.6%, to 6,843 litres/cow, and, somewhat surprisingly, producers also managed to increase yields from forage, by 6.1%, to 2,939 litres/cow.

The 9.2% increase in milk price, to 57.66ppl, encouraged producers to feed for output, boosting concentrate use by over 11%, to 1,995kg/cow. As a result - and despite a marginal reduction in feed prices - the cost of all purchased feed jumped by 9.6%, to £933/head.

Organic Trends in Milk Production & Efficiency

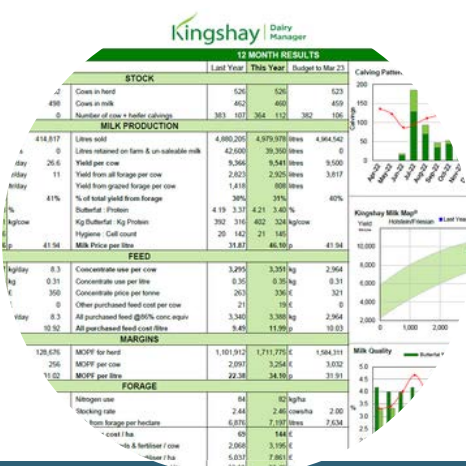


Notwithstanding the increase in concentrate use, butterfat remained virtually unchanged, rising from 4.28% to 4.29%, while protein content did react, jumping from 3.36% to 3.44%. Bactoscan remained unchanged at 27, while the somatic cell count improved slightly, falling from 179 to 175.

The combination of higher milk price and improved productivity meant margins over purchased feed soared by 21.7% on a per-cow basis, to £3,013, while on a per-litre basis they improved by 12%, to 44.03ppl. This marks a welcome return to an improved margin after several difficult years.

ANNUAL ROLLING RESULTS

Organic Herds, All Breeds (comparing matched herds)	Year Ending March 2025	Year Ending March 2026	Difference	% Change
Cows in herd	245	245	0	0.0%
Stocking rate (cows/ha)	1.92	1.86	-0.06	-3.1%
MILK PRODUCTION				
Milk yield (litres/cow)	6,300	6,843	543	8.6%
Yield from all forage (litres/cow)	2,769	2,939	170	6.1%
Butterfat (%)	4.28	4.29	0.01	0.2%
Protein (%)	3.36	3.44	0.08	2.4%
Cellcount ('000)	179	175	-4	-2.2%
Milk price (pence/litre)	52.81	57.66	4.85	9.2%
FEED				
Concentrate use (kg/cow)	1,798	1,995	197	11.0%
Concentrate use (kg/litre)	0.29	0.29	0.00	0.0%
Concentrate price (£/tonne)	466	462	-4	-0.9%
Other purchased feed cost (£/cow)	13	11	-2	-15.4%
Total purchased feed cost (pence/litre)	851	933	82	9.6%
All P. Feed @ 86% DM equiv. (kg/cow)	13.51	13.63	0.12	0.9%
MARGIN OVER PURCHASED FEED (MOPF)				
MOPF (£/cow)	2,476	3,013	537	21.7%
MOPF (pence/litre)	39.30	44.03	4.73	12.0%



For regular analysis on organic trends and comparisons to other herds, contact Kingshay to discuss the options available.

CHANNEL ISLAND HERDS

Channel Island herds reduced their cow numbers again in 2025/26, having dropped from 215 to 206 in the previous two years. The number of cows calving decreased by 6 while heifer calvings increased by 6, indicating that producers are focusing on breeding replacements from heifers and culling older cows.

ANNUAL ROLLING RESULTS				
Channel Island, Conventional herds (comparing matched herds)	Year Ending March 2025	Year Ending March 2026	Difference	% Change
Cows in herd	206	203	-3	-1.5%
Stocking rate (cows/ha)	2.68	2.59	-0.09	-3.4%
MILK PRODUCTION				
Milk yield (litres/cow)	5,874	6,195	321	5.5%
Yield from all forage (litres/cow)	2,124	2,073	-51	-2.4%
Milk solids (kg/cow)	536	569	33	6.2%
Milk price (pence/litre)	51.14	51.18	0.04	0.1%
FEED				
Concentrate use (kg/cow)	2,046	2,221	175	8.6%
Concentrate use (kg/litre)	0.35	0.36	0.01	2.9%
Concentrate price (£/tonne)	313	302	-11	-3.5%
Other purchased feed cost (£/cow)	81	92	11	13.6%
Total purchased feed cost (pence/litre)	721	763	42	5.8%
All P. Feed @ 86% DM equiv. (kg/cow)	12.27	12.32	0.05	0.4%
MARGIN OVER PURCHASED FEED (MOPF)				
MOPF (£/cow)	2,283	2,408	125	5.5%
MOPF (pence/litre)	38.87	38.87	0.00	0.0%

Yields increased again, by 5.5%, although unlike Holstein Friesian herds, this was not supported by a rise in milk from forage. Possibly these herds were badly affected by the summer drought, leading to a 2.4% drop in milk from forage to 2,073 litres/cow. It's unsurprising, then, that concentrate use ramped up by 8.6%, with other purchased feed costs also up, by 13.6%.

However, while this sustained the higher milk yields, butterfat contents suffered - in contrast to the Holstein Friesian trend - easing by 0.02 percentage points to a still very strong 5.31%. Protein contents increased by 0.08 percentage points, to 3.88%.

Unlike their Holstein Friesian counterparts, Channel Island producers benefited from firmer milk prices last year, holding steady at 51.18ppl. Combined with the higher yields, margins therefore improved, by 5.5% on a per-cow basis to £2,408 and remaining at 38.87ppl on a per-litre basis.

CROSSBRED HERDS

Crossbred herds, like Holstein Friesian herds, raised their yields in 2025/26, up by 10.4% to 6,857 litres. However, their yields from forage were only 5.1% up compared to an increase of 8.2% among black-and-white producers. Given that most crossbred herds are grazing focused, this suggests that, like the Channel Island herds, a greater proportion are located in areas that were more affected by the summer drought.

That extra milk had to come from somewhere, and so it is no surprise that for crossbred herds, concentrate and other purchased feed use increased, by 14.7% and 15.8%, respectively, with the cost of all purchased feed up by 9.3%, to £610/cow.

This helped to support milk solids, with both butterfat and protein increasing, year-on-year, boosting overall milk solids by 11.8%, to 570kg/head. However, unlike the Channel Island herds, milk prices fell on the year, by 0.96ppl, to 44.95ppl. As a result of the higher feed costs, margins on a per-litre basis therefore fell by 2.4% to 36.05ppl, although they increased by 7.8% per cow, to £2,472.

ANNUAL ROLLING RESULTS				
Crossbreeds, Conventional herds (comparing matched herds)	Year Ending March 2025	Year Ending March 2026	Difference	% Change
Cows in herd	295	292	-3	-1.0%
Stocking rate (cows/ha)	2.32	2.32	0.00	0.0%
MILK PRODUCTION				
Milk yield (litres/cow)	6,213	6,857	644	10.4%
Yield from all forage (litres/cow)	2,829	2,974	145	5.1%
Milk solids (kg/cow)	509	570	60	11.8%
Milk price (pence/litre)	45.91	44.95	-0.96	-2.1%
FEED				
Concentrate use (kg/cow)	1,792	2,056	264	14.7%
Concentrate use (kg/litre)	0.29	0.30	0.01	3.4%
Concentrate price (£/tonne)	301	286	-15	-5.0%
Other purchased feed cost (£/cow)	19	22	3	15.8%
Total purchased feed cost (p/litre)	558	610	52	9.3%
All P. Feed @ 86% DM equiv. (kg/cow)	8.98	8.90	-0.08	-0.9%
MARGIN OVER PURCHASED FEED (MOPF)				
MOPF (£/cow)	2,294	2,472	178	7.8%
MOPF (pence/litre)	36.92	36.05	-0.87	-2.4%

MEET THE DAIRY MANAGER TEAM



If you want to get a handle on your farm's figures, the Kingshay team are here to help provide you with the tools you need for your business. Whether it's our Starter Level package, putting your margin over purchased feed into perspective, up to our Premium Plus service, giving you a comprehensive cost of production analysis and cash flow budgets, Kingshay can give you the power to make informed decisions based on your farm's data.



MARY-KATE FOSTER

Senior Farm Services Specialist

Mary-Kate is the key contact for larger corporate clients, and helps manage the antimicrobial reporting service. She joined the team in 2021 and also deals with any Dairy Manager queries.



FELICITY GALE

Senior Farm Services Specialist

Felicity will be known to many of you as the main contact for any customer service queries regarding your herd(s). She is responsible for the smooth running of our Dairy Manager service. Having joined the team in 2013, she now regularly analyses production results and industry trends for clients.



EMMA PUDDY

Farm Services Specialist

Emma is a main author of this report, enjoying data analysis and exploring trends to relay to the wider industry. She is also part of the core team supporting clients on a day to day basis.



CHRISTINA FORD

Product Owner

Christina joined the team in 2019 and manages the antimicrobial reporting service alongside other corporate projects, including carbon monitoring services. She is also involved with data analysis and industry trends.



RICHARD SIMPSON

Development Director

Richard has been involved in the design, development and operation of the Dairy Manager service from the beginning, having joined Kingshay in 1994. He now oversees all of our development projects, alongside leading the Kingshay team.



Molly Lee

Farm Services Administrator

Molly has been part of the Kingshay team since 2023, and helps support the day to day running of Dairy Manager, ensuring smooth system operation, and contributing to data analysis for Kingshay's annual reports.



Providing Evidence-Based Livestock Solutions

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The UK's leading dairy costings service includes options for targeted reports, allowing you to create and monitor regular production forecasts, highlight key health issues, compare your herd to similar herds and calculate your bottom-line profit and antimicrobial use.

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Our Kingshay members have a wealth of dairy industry knowledge at their fingertips, via the Kingshay App, the website and regular mailings. We also offer membership options for veterinary practices, farm advisers, colleges, universities and corporate bodies.

Consultancy

Our team of Agricultural Consultants and Associates bring their skills and expertise to your door wherever you farm in the UK. We offer traditional ongoing consultancy or one-off solutions, tailored specifically to you and your business.

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We offer a wide range of training to suit all farm types and species, addressing all areas of the business, from animal health and welfare to recruitment and environmental management. The Kingshay team have extensive experience of delivering training to audiences across the UK.

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We provide the everyday analyses and tools every dairy farmer needs to maximise their resources, from soil analyses to plate meters.

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For any further information on the above services, call our team on **01458 851555**.



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