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CAMARA ARGENTINA FABRICANTES
DE MAQUINARIA AGRICOLA

ARGENTINIAN CHAMBER OF AGRIMACHINERY MANUFACTURERS

AGRIEVOLUTION REPORT 2022

ARGENTINIAN AGRIMACHINERY INDUSTRY

FIRST APPROACHES



- **1260 companies**
- **51% assembly companies and 49% spare parts.**
- **38,000 direct employments**
- **97% local companies**
- **86% family-owned companies**
- **23% regularly export**
- **25 export destination**
- **88% companies have fewer than 50 employees.**

FORECASTS

MANUFACTURER'S VISION OF THE FOLLOWING 6 MONTHS



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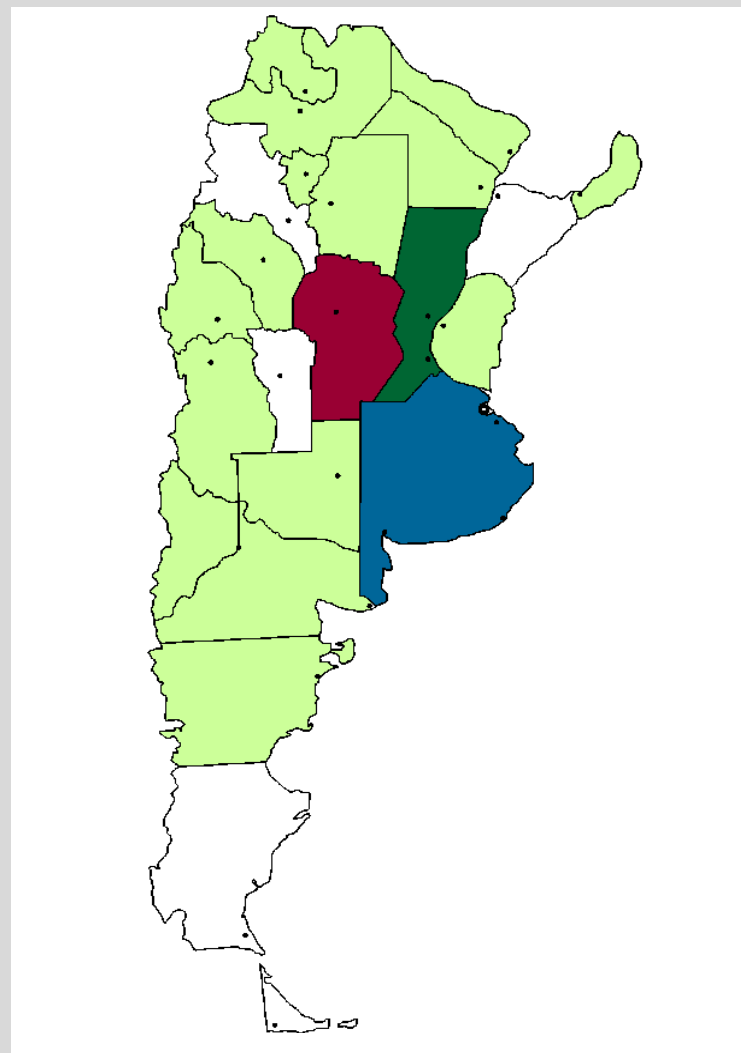
- . CURRENT BUSINESS SITUATION:** Argentinian agrimachinery manufacturers recognize their current business situation as satisfying, good or very good.
- . ORDER AND BILLING VOLUME:** Both indicators have increased in the last three months, compared to the same period in 2021.
- . EXPECTED ORDER VOLUME:** 67% of manufacturers do not expect changes for the following six months.
- . EXPECTED BILLING VOLUME:** 50% of manufacturers expect increments for the following six months.





ARGENTINIAN AGRIMACHINERY INDUSTRY

GEOGRAPHICAL DISTRIBUTION



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-  Buenos Aires - 15%
-  Santa Fe - 45%
-  Córdoba - 35%
-  Other Provinces - 5%

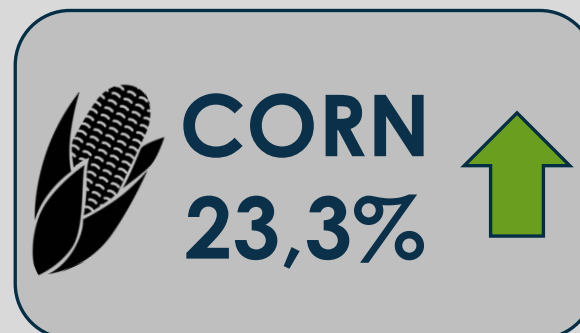
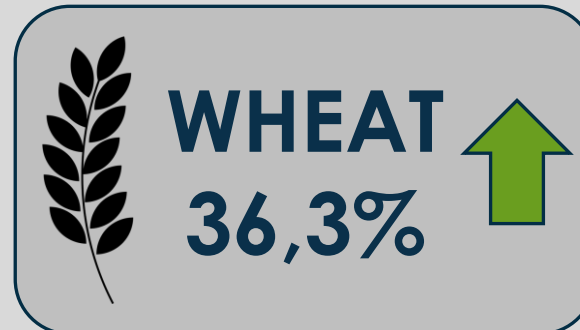
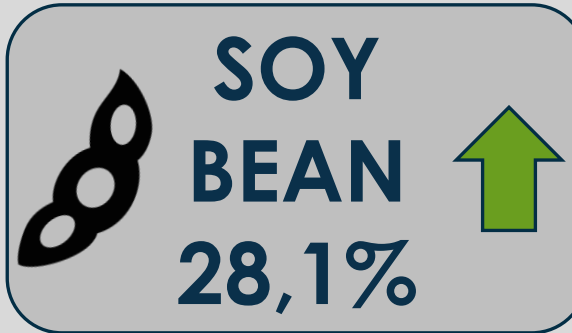
ARGENTINIAN AGRICULTURE

MAIN CROPS - VARIATION SINCE DEC 31, 2021



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SUPPLY AND DEMAND

PROJECTIONS – May 2022



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			Wheat			Maize			Soy		
			5 years average	2020/21	2021/22	5 years average	2020/21	2021/22	5 years average	2020/21	2021/22
Supply	Sown Area	Mha	6,2	6,5	6,9	6,8	7,4	8,4	17,6	16,9	16,1
	Harvested Area	Mha	5,9	6	6,6	5,8	6,4	7,2	16,8	16,2	15,2
	Wasted Area	Mha	0,3	0,6	0,3	1	1	1,2	0,8	0,7	0,9
	Yield	t/ha	3,1	2,9	3,4	7,9	8,2	6,8	2,9	2,8	2,7
	Initial Stock	Mt	2,2	2,5	1,9	5,9	7,1	3,6	6,3	9,8	5,2
	Imports	Mt	-	-	-	-	-	-	4,6	4,4	2
	Production	Mt	18,2	17	22,1	45,6	52	49,2	48,9	45	41,2
Total Supply	Mt	20,5	19,5	24	51,5	59,1	52,8	59,8	59,1	48,4	
Demand	Domestic Consumption	Mt	6,9	6,9	7,1	13,2	14,7	14,7	46,4	48,6	42,4
	Industrial Use	Mt	6	5,9	6,2	3,6	3,7	3,6	-	-	-
	Seed and Others	Mt	0,9	1	1	-	-	-	-	-	-
	Forage, Seed and Residual	Mt	-	-	-	9,7	11,1	11,1	-	-	-
	Crushings	Mt	-	-	-	-	-	-	39,5	41,1	36,9
	Seed, Balanced Meals and Others	Mt	-	-	-	-	-	-	6,9	7,5	5,5
	Exports	Mt	11,7	10,7	14,7	32,5	40,8	34,6	6,6	5,3	3
	Total Demand	Mt	18,6	17,6	21,8	45,7	55,5	49,3	53,1	53,9	45,4
	Final Stock	Mt	1,9	1,9	2,2	5,8	3,6	3,5	6,7	5,2	3
Stock/Consumption Relation	(%)	10%	11%	10%	11%	7%	7%	11%	10%	7%	

2021/2022 CAMPAIGN

MAIN PRODUCTS



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SOY BEAN	
Sown	16.300.000 ha
Wasted	723.576 ha
Harvestable	15.576.424 ha
Harvested Average	94,30%
Harvested Hectareas	14.692.467 ha
Yield	28,4 qq/ha
Total Production	41.682.825 tn

CORN	
Sown	7.300.000 ha
Wasted	97.920 ha
Harvestable	7.202.080 ha
Harvested Average	32,00%
Harvested Hectareas	2.307.222 ha
Yield	68,6 qq/ha
Total Production	15.836.807 tn

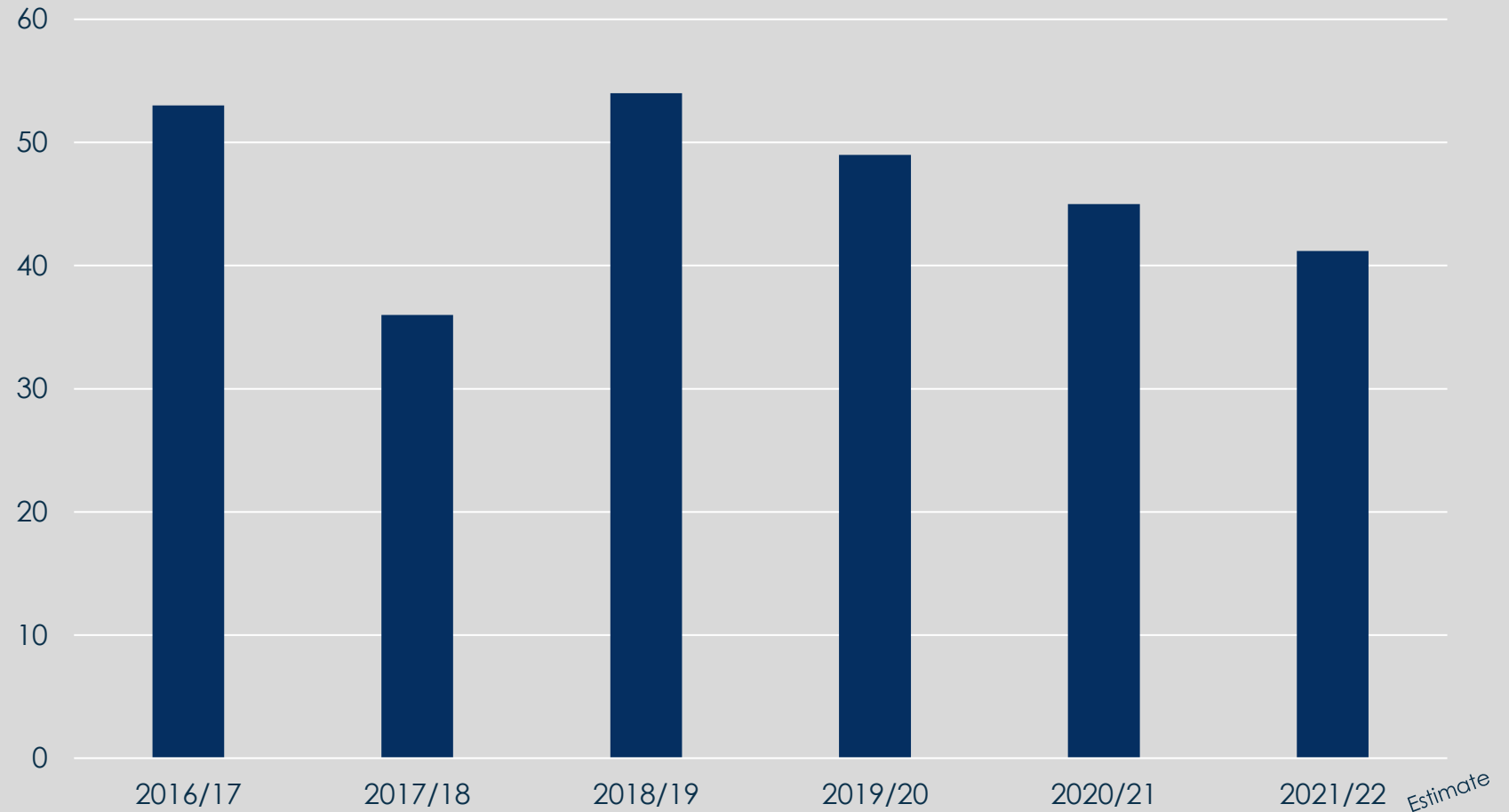
PRODUCTION EVOLUTION

SOY BEAN



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Production (MTn)



Source: Bolsa de Cereales / Bolsa de Comercio de Rosario

■ Production (MTn)

MAIN CROPS

SUMMARY



- Soybean projection increased to 43.3 metric tons. in 2022
- Reduction in wheat planted area due to humidity problems
- Projected maize production to 49 million tons.

PLANTERS

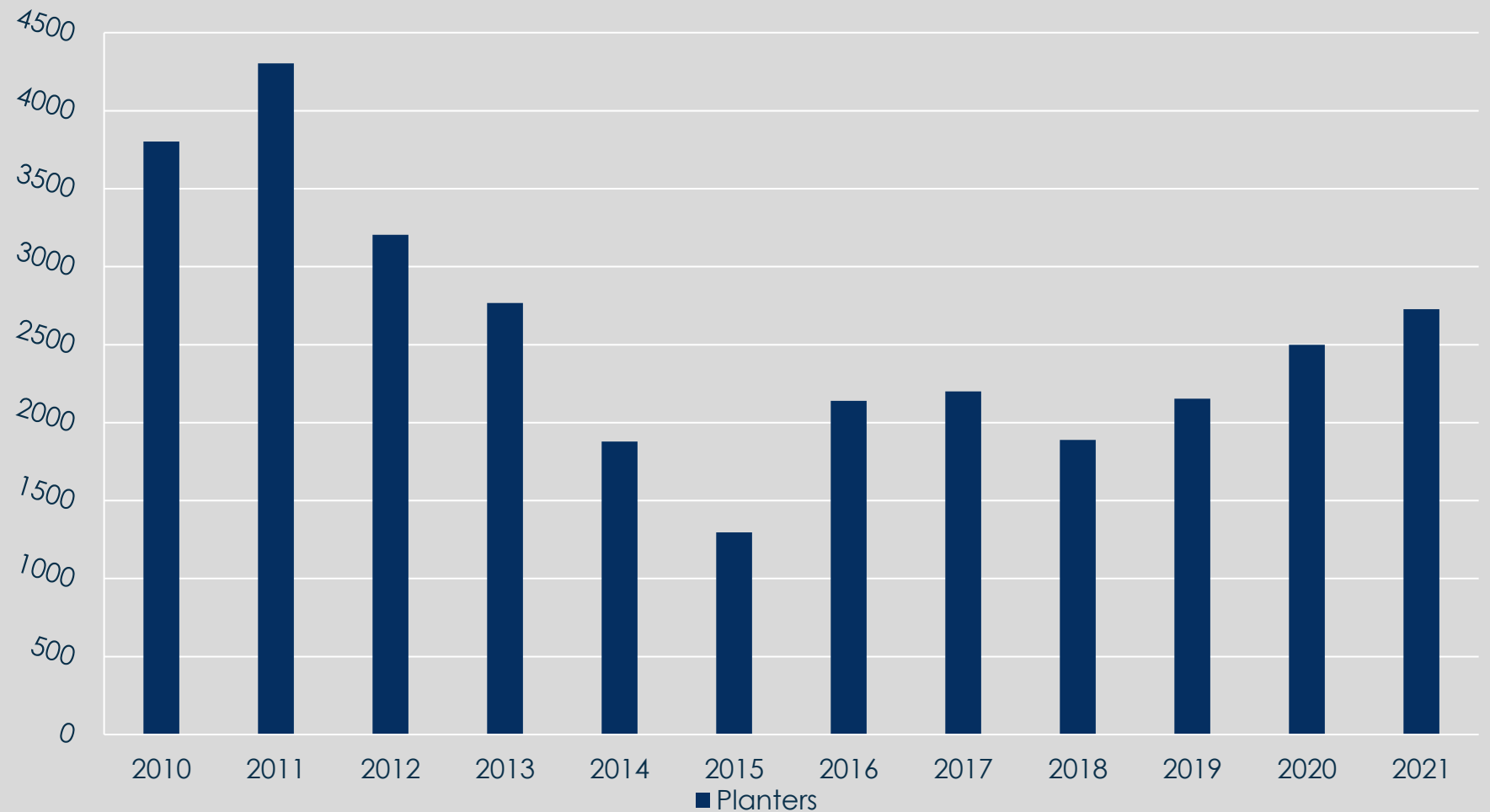
NATIONAL PRODUCTION 2010-2021



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PLANTERS



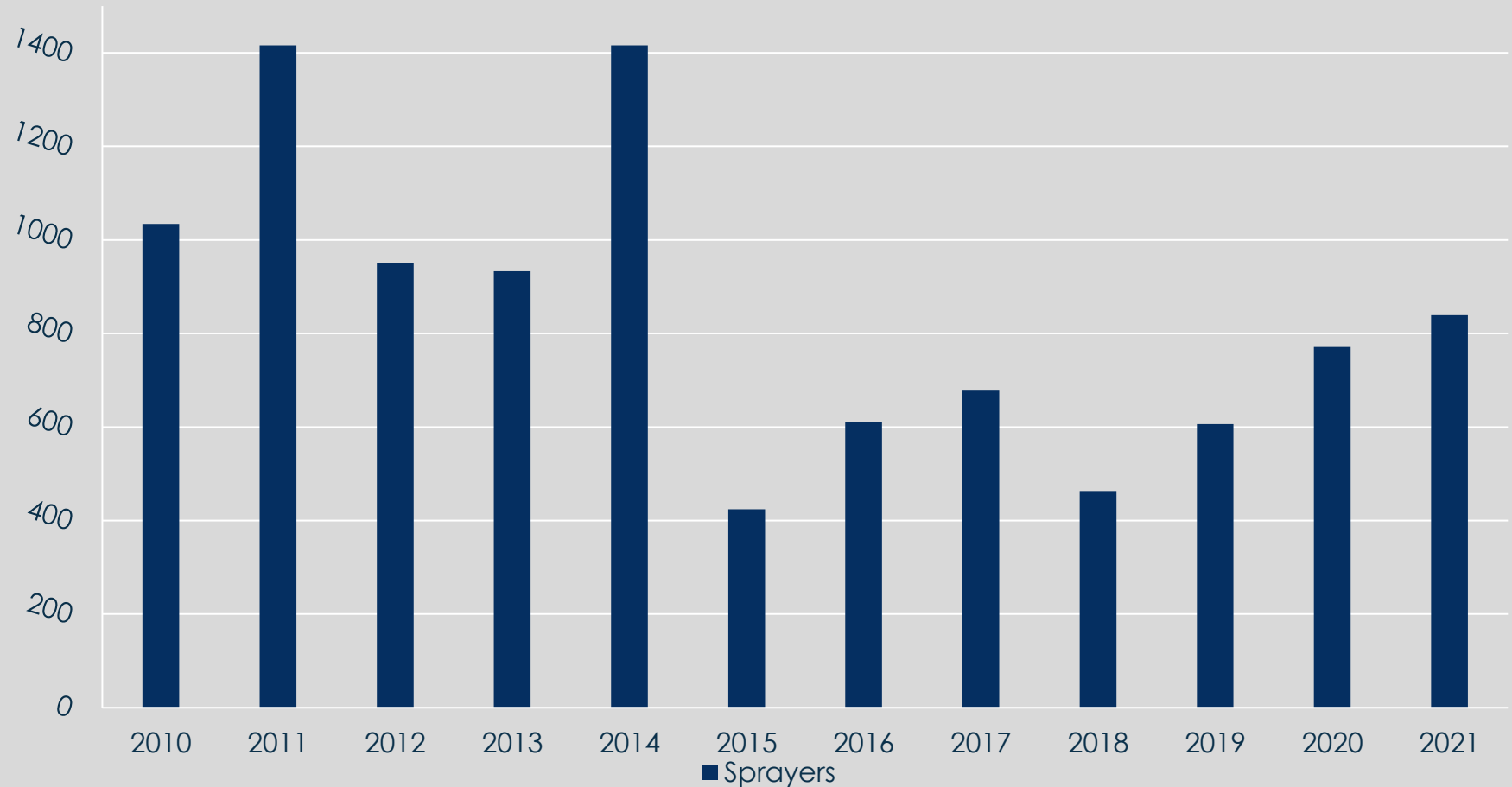
SPRAYERS

NATIONAL PRODUCTION 2010-2021



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SPRAYERS



HARVESTER HEADS

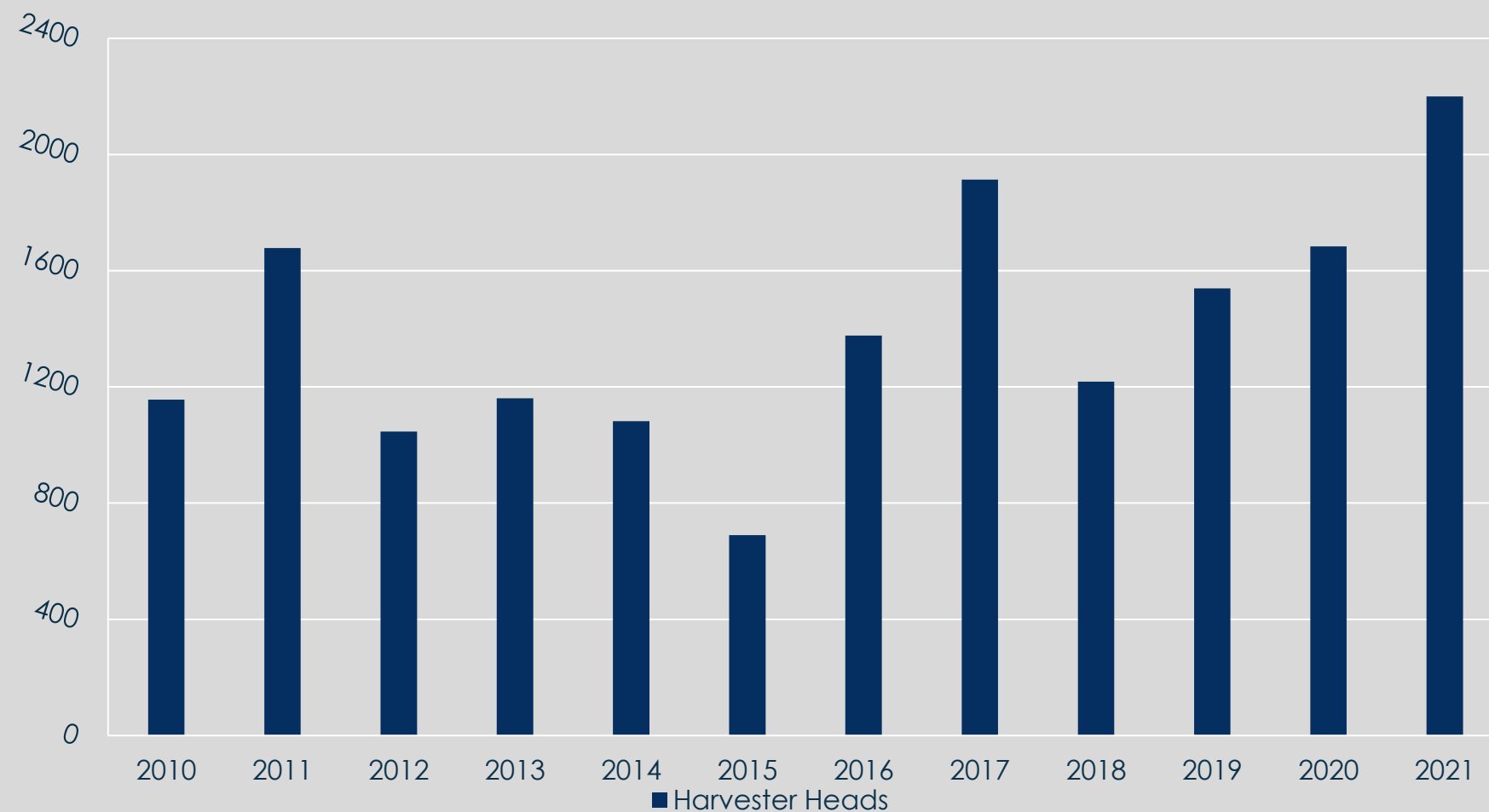
NATIONAL PRODUCTION 2010-2021 in units



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HARVESTER HEADS



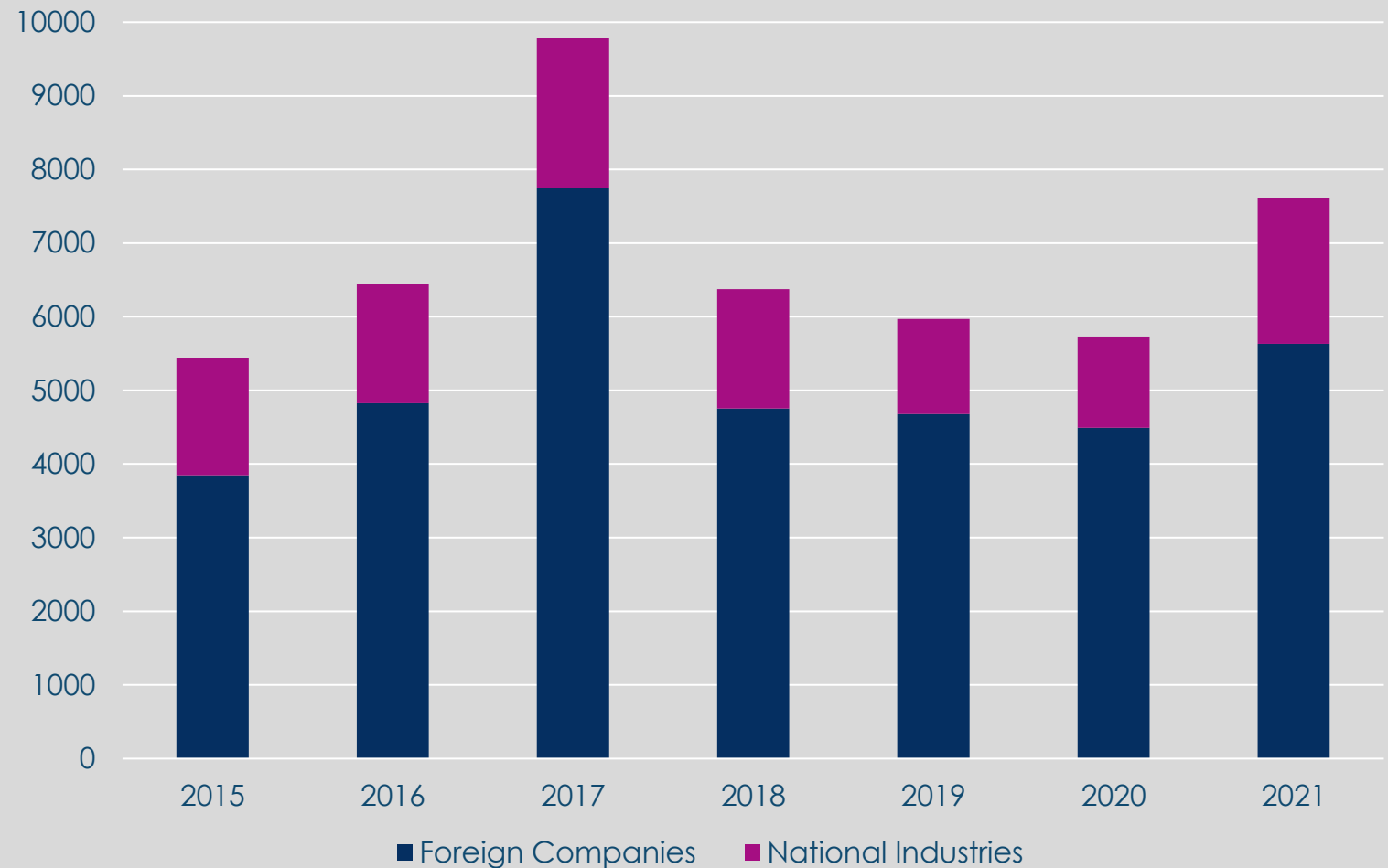
TRACTORS

TOTAL SALES 2015 – 2021 in units



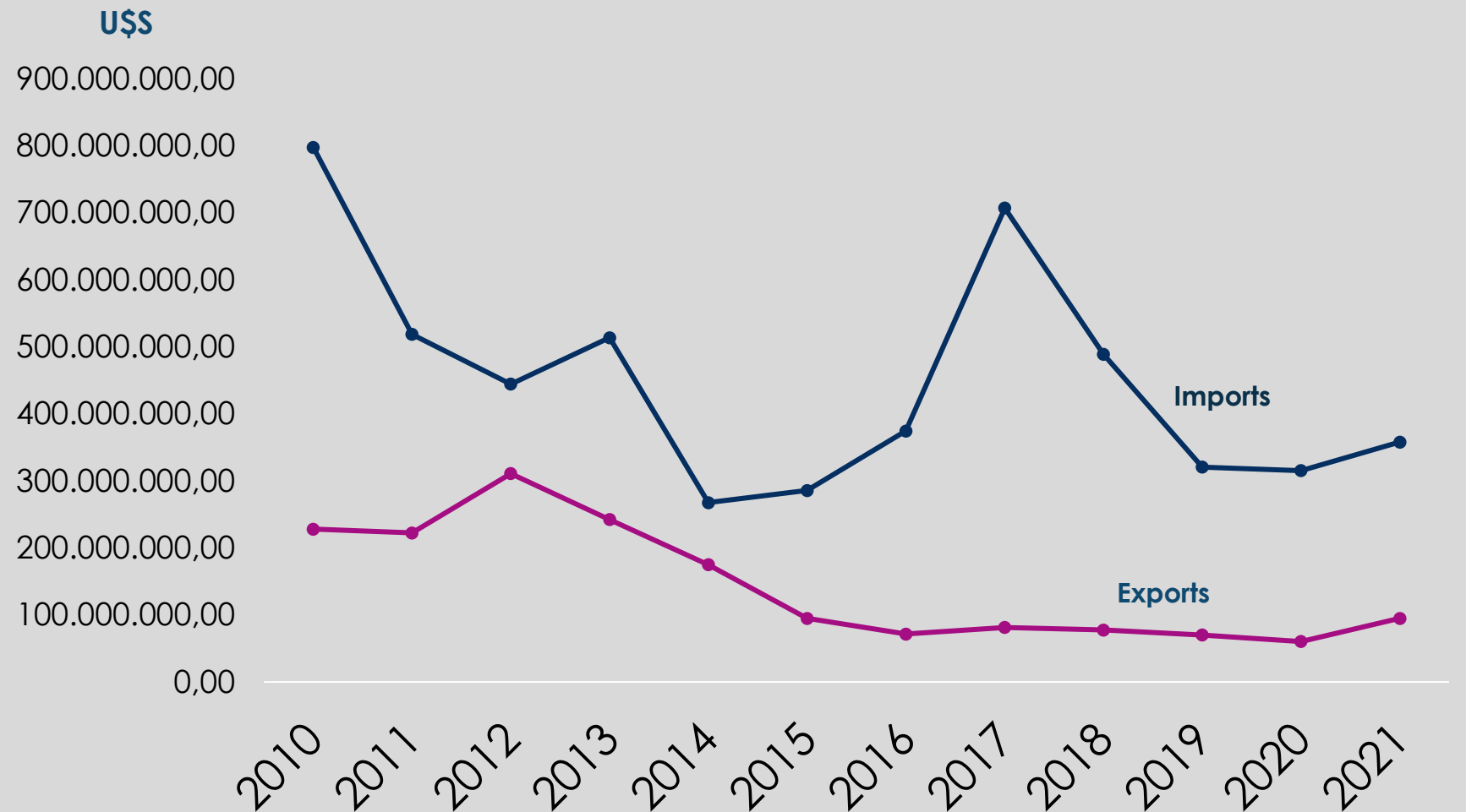
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Tractors



IMPORTS - EXPORTS

EVOLUTION 2010 - 2021



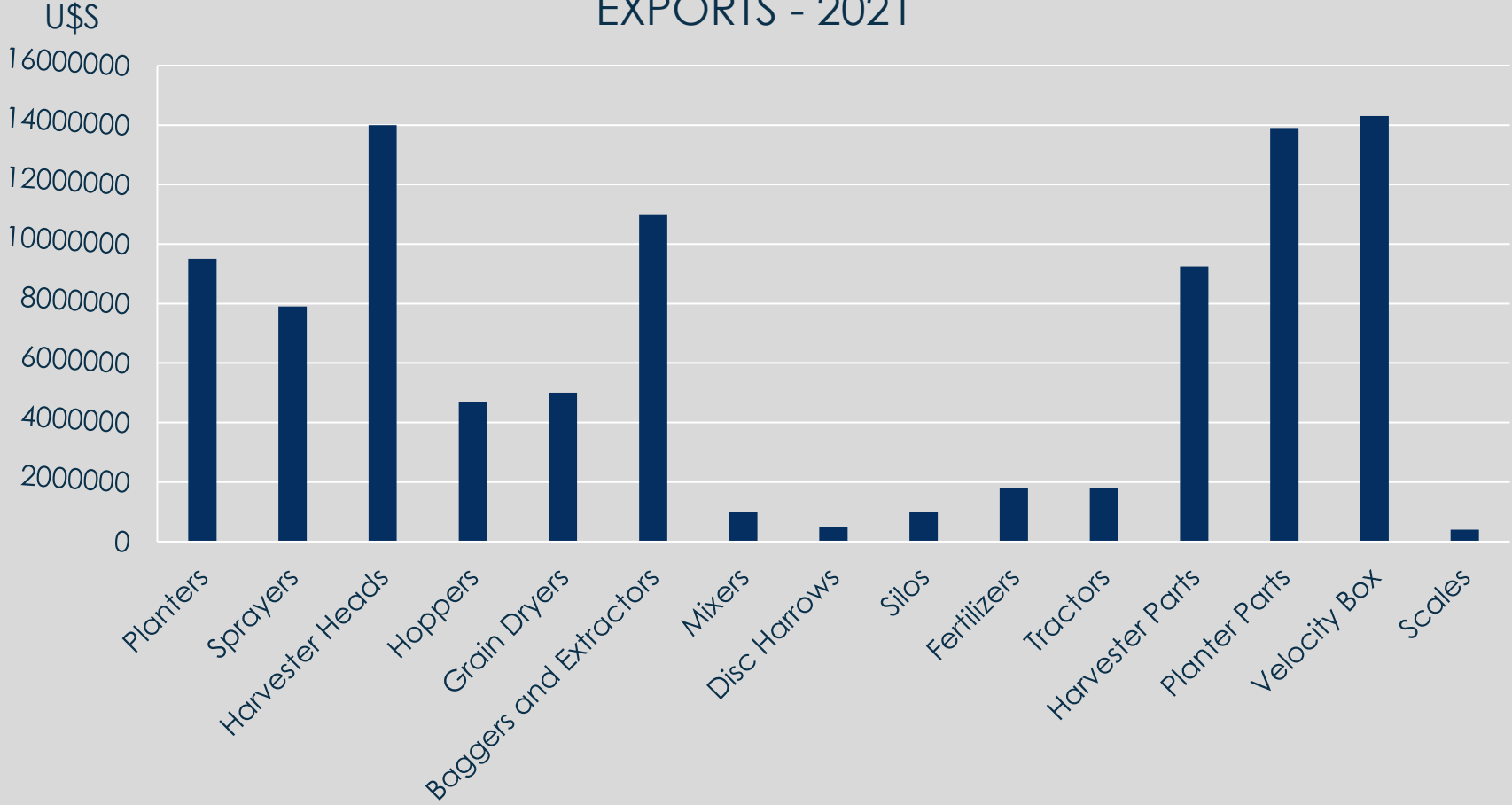
EXPORTS

BY ITEM, 2021



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EXPORTS - 2021



Source: INDEC

EXPORTS BY DESTINY

IN PERCENTAJE OF PARTICIPATION, 2021

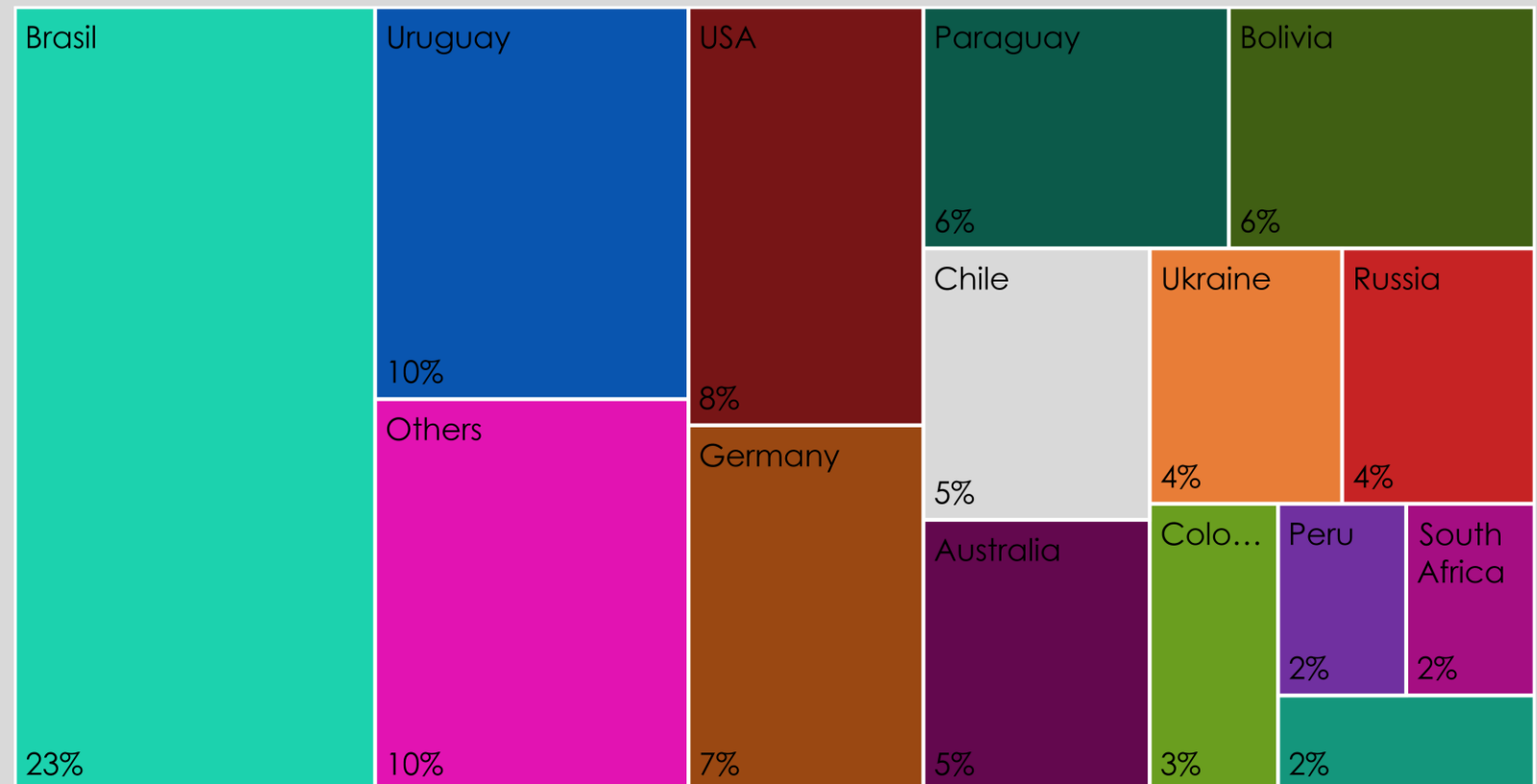


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Exports

- Peru
- South Africa
- Spain
- Colombia
- Ukraine
- Russia
- Chile
- Australia
- Paraguay
- Bolivia
- Germany
- USA
- Uruguay
- Others
- Brasil



IMPORTS BY ORIGIN

IN PERCENTAJE OF PARTICIPATION, 2021

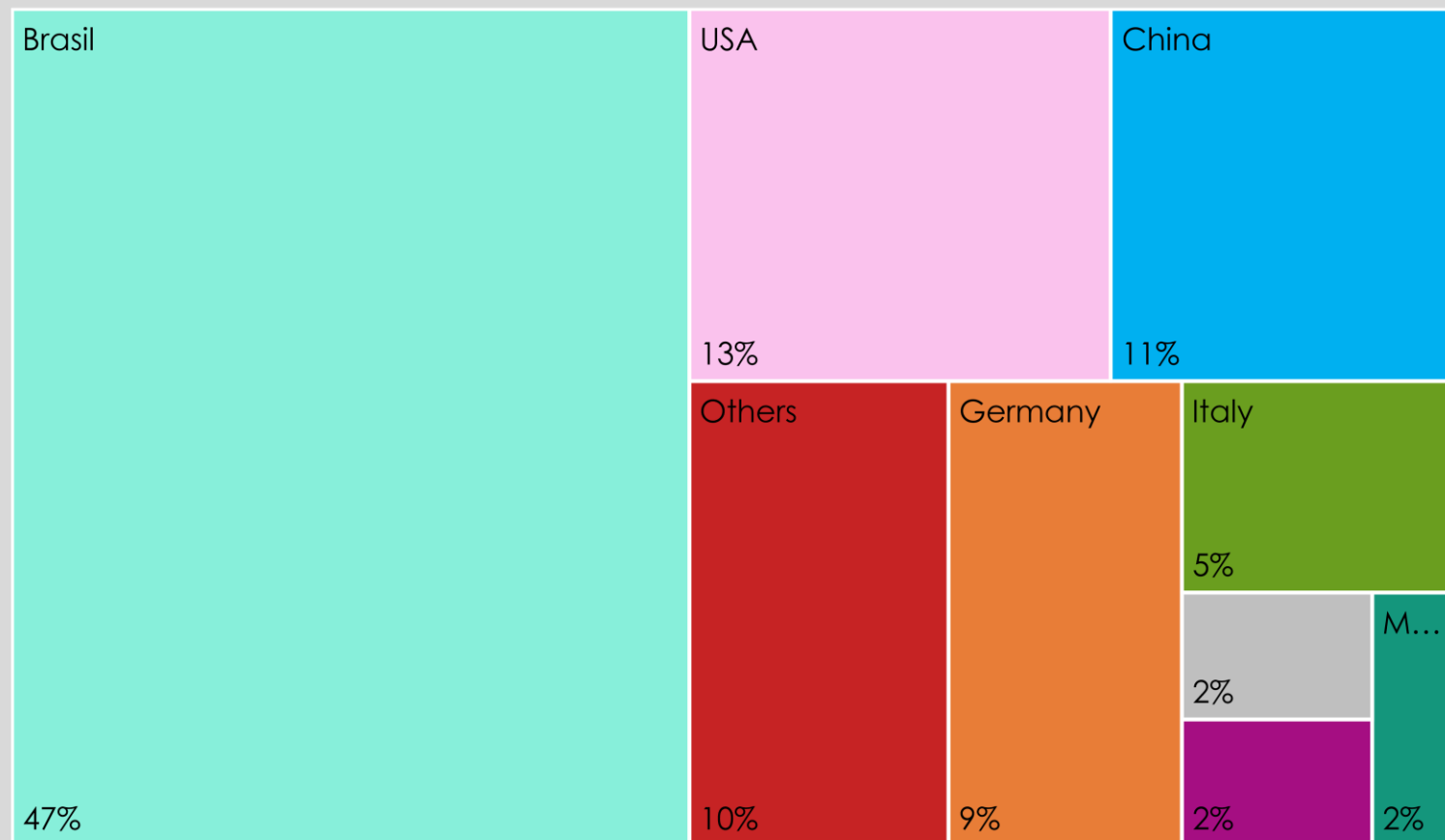


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Imports

■ Spain ■ France ■ Mexico ■ Italy ■ Germany ■ Others ■ China ■ USA ■ Brasil



CONCLUSIONS

MAIN CHARACTERISTICS OF ARGENTINIAN AGRIMACHINERY INDUSTRY



- . In 2019 and 2020, the industry showed a significant recovery in several segments of the sector, and a strong growth in some of them (mainly headers and seeders), within the framework of an excellent agricultural campaign in 2018-2019.
- . In 2021, within the framework of the excellent 2020-2021 harvests, a considerable improvement in the financial offer is added. In this sense, better available credits were reflected in a reduction of the cost of financing manufacturers, going from interest rates of 80% in 2019 to 40% approx. in 2020 and 2021.
- . These favorable conditions led to a significant revitalization of the sector, which in many cases reached record sales levels.
- . However, it is important to note that the high level of activity in the agricultural machinery industry today is focused, mainly, on the domestic market. On the other hand, the degree of internationalization of manufacturers, although considerable, is not at the levels that it was able to reach in previous years.