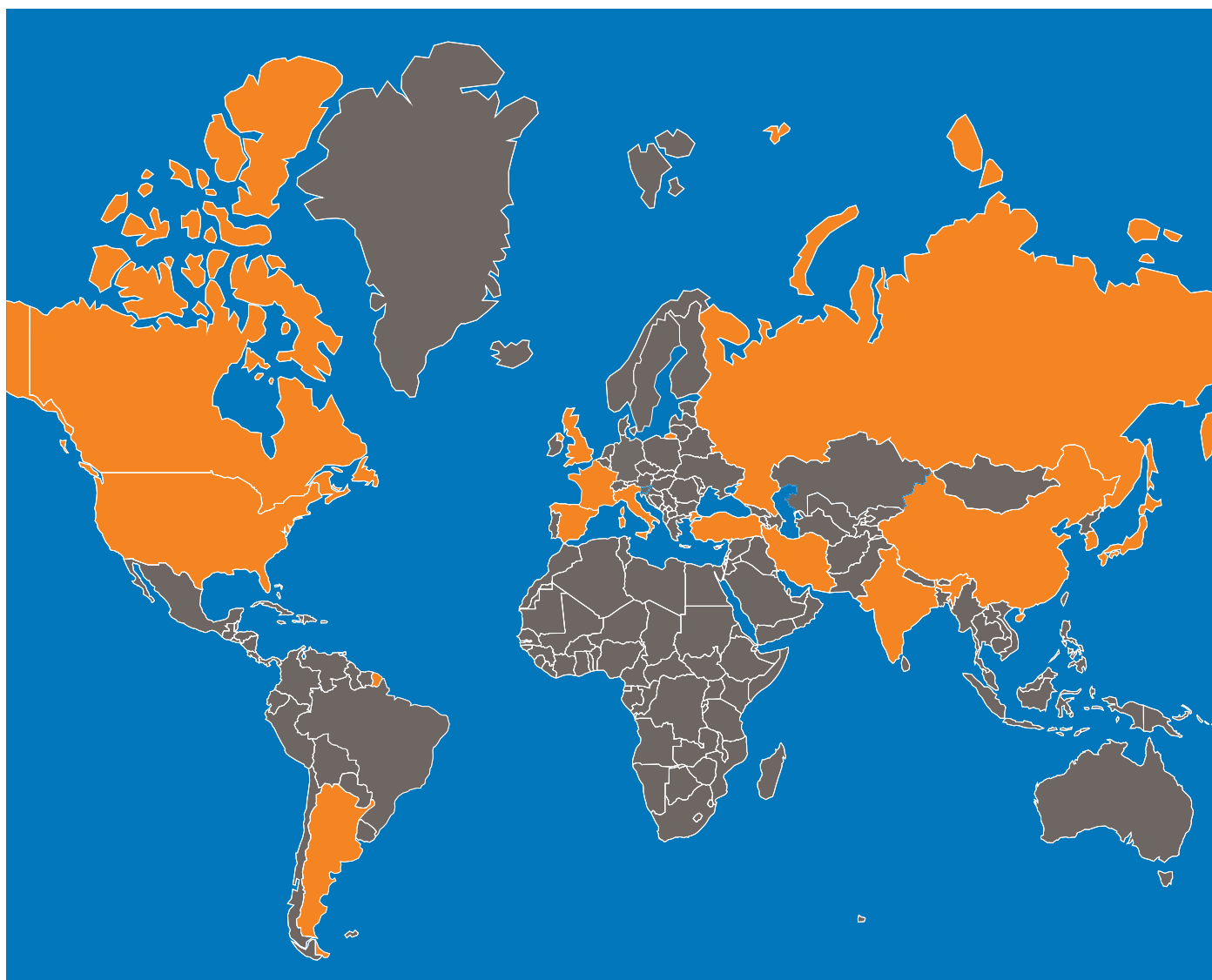


Agrievolution Business Barometer



Public excerpt of the survey

24th edition
November 2021



Agrievolution Alliance Members

**AEA**

Agricultural Engineers Association

**AEM**

Association of Equipment Manufacturers

**ANSEMAT**

Association for Agricultural, Forestry and Landscaping Machinery

**ATMAK**

Tractor, Combine, Machinery and Agricultural Equipment Manufacturers Association

**AXEMA**

Association for Industrial Agricultural Equipment

**CAFMA**

Argentinian Chamber of Agrimachinery Manufacturers

**CAMDA**

China Agricultural Machinery Distribution Association

**CEMA**

European Agricultural Machinery Association

**FEDERUNACOMA**

Italian Farm Machinery Manufacturers Association

**FICCI**

Federation of Indian Chambers of Commerce and Industry

**JAMMA**

Japan Agricultural Machinery Manufacturer's Association

**KAMICO**

Korean Agricultural Machinery Industry Cooperative

**ROSSPETSMASH**

Russian Association of Specialized Machinery and Equipment Manufacturers

**TARMAKBIR**

Turkish Association of Agricultural Machinery & Equipment Manufacturers

What is the Agrievolution Business Barometer?

A survey within senior management of the global agricultural machinery industry (ca. 86% manufacturers and 14% distributors)

Project managed under the umbrella of Agrievolution (global association network for the agricultural machinery industry)

306 participants from Argentina, China, Western Europe (by CEMA with the results of its separate monthly survey), Japan, Russia, Turkey and the United States.

Implemented by the correspondent national associations

Project lead and summary of the results: ANSEMAT (Spain)

Objective: illustration of the current and future branch development for the most relevant topics of the industry

- General evaluation of the business

- Order intake

- Turnover

- Employment

- Delivery times

- Machinery stocks

- Farmers' mood and economic conditions

- Others (COVID-19 impact)

Survey periods: May and November (Start was in 2010)

AGRIEVOLUTION BUSINESS BAROMETER GENERAL COMMENTS

North America:

The market is growing but the issue is that the supply chain is totally unprepared for the growth.

Government support over last 18 months in general has been favorable.

Ag market outlook will be positive also in 2022 but It's all depends on the raw material's productions.

Lots of concern about when we are going to see the backside and how steep it might be.

Supply chain has become worse and is suppressing ability produce product.

Argentina:

Regarding agricultural production and the investment of our customers, we understand that we are in a scenario of readjustment.

Many problems with suppliers (prices, delivery delays, quality controls)

Delayed exchange rate for foreign trade against an increase in the price of raw materials in dollars, which forces us to sacrifice our profitability to maintain the market.

Russia:

The market is in a positive mood. In the case of non-intervention of regulatory authorities, the demand for equipment will remain stable

Market growth is evident, but there are supply problems with components making it difficult to quickly respond to customer demands.

The market is stable due to the growth of export prices for grains

EU:

Harvest 2021 saw reasonable crop yields and good prices

Increasing animal feed prices due to high cereals prices and decreasing demand

Increased input costs have negated good commodity prices

Subsidies are helping implementation of digital technologies

Turkey:

The devaluation of TL against EURO and USD with inflation rates in Turkey have a very negative impact on the purchasing power of the farmer.

We cannot see our present and short-term future. We do not compromise on employment and production.

China:

The country's support for agriculture should be greater

The market is not optimistic and still needs to move forward

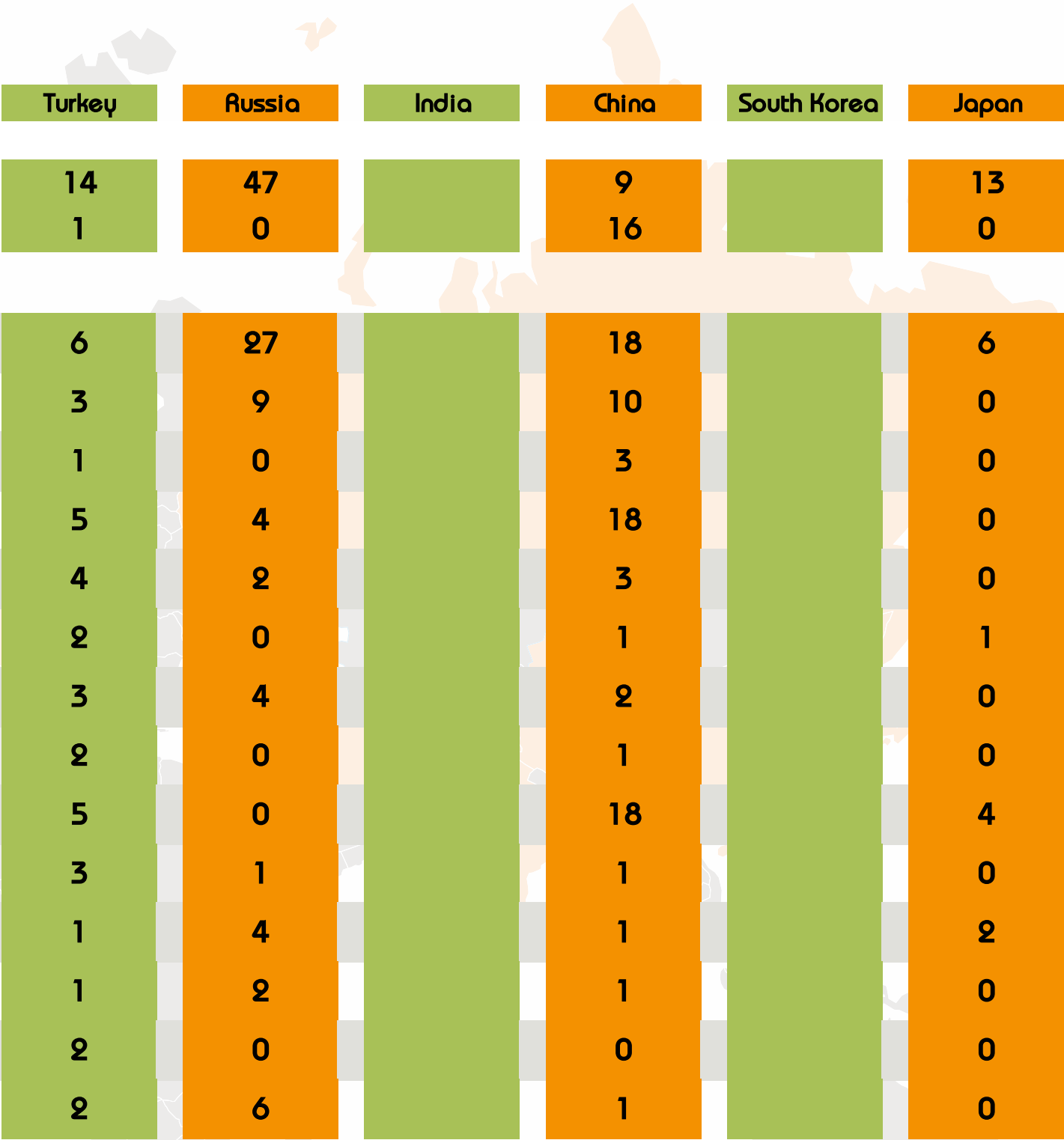
Agricultural machinery subsidy policy has a great impact on farmers' purchase of machinery

Rising raw materials and increasing difficulty in operation

AGRIEVOLUTION BUSINESS BAROMETER

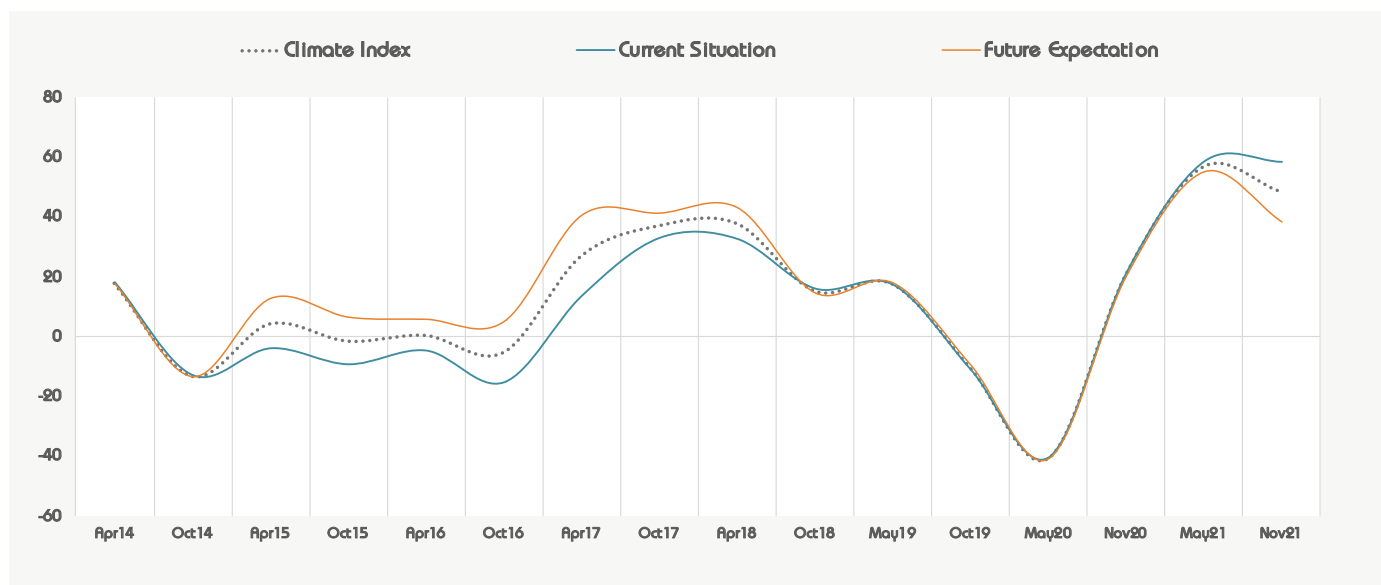
	World	USA	Argentina	W. Europe
Manufacturer	265	42	65	75
Importer / Dealer	41	2	0	22
Equipment for soil working, seeding, fertilizing, plant protection	129	8	35	29
Components	65	18	15	10
Greenhouse	4	0	0	0
Harvesting equipment	81	12	23	19
Irrigation	10	0	1	0
Lawn and garden	20	3	0	13
Livestock equipment	24	4	0	11
Municipal equipment	9	2	0	4
Tractors	60	5	3	25
Loaders / material handlers	19	8	6	0
Trailers / transportation equipment	26	1	0	17
Storage	10	1	5	0
Vineyard equipment	4	1	0	1
Others	47	9	29	0

SURVEY SAMPLE SIZE

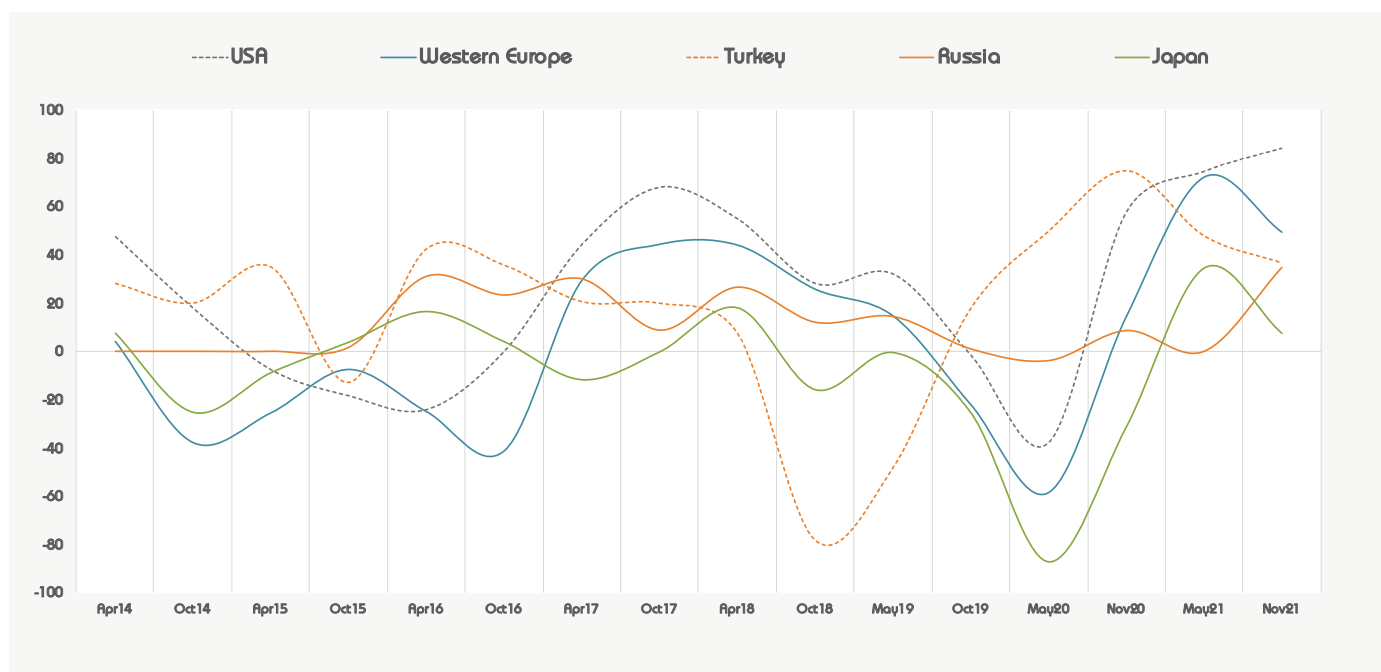


PRODUCTION

Agrievolution Business Climate Index



Business Climate Index for markets over the entire time series



		Oct16	Apr17	Oct17	Apr18	Oct18	May19	Oct19	May20	Nov20	May21	Nov21
World	CI	-5,4	26,9	37,0	37,8	15,2	17,5	-10,4	-40,8	20,6	56,7	48,2
	CS	-15,5	13,4	32,9	32,5	15,9	17,2	-11,2	-40,7	21,1	58,4	58,3
	FE	4,9	40,5	41,2	43,0	14,5	17,9	-9,6	-41,0	20,1	55,0	38,3
USA	CI	-0,1	44,3	68,0	54,9	28,1	32,0	-1,6	-38,0	57,7	74,6	84,2
	CS	-25,4	27,3	64,3	48,6	21,9	40,5	-15,2	-61,5	42,9	81,6	89,5
	FE	25,9	61,5	71,8	61,3	34,4	23,7	12,1	-13,9	72,7	67,6	78,9
Argentina	CI											63,6
	CS											87,7
	FE											40,0
Western Europe	CI	-41,3	29,5	44,4	44,1	25,8	14,7	-22,1	-58,6	14,4	72,3	49,5
	CS	-52,4	15,3	35,2	40,9	30,5	22,1	-16,3	-47,6	20,2	71,0	57,7
	FE	-30,1	43,9	53,7	47,3	21,1	7,4	-27,9	-69,5	8,7	73,5	41,2
Turkey	CI	35,7	20,6	20,0	7,5	-78,4	-48,3	17,8	49,8	74,9	47,9	36,7
	CS	35,7	11,8	30,0	0,0	-64,3	-60,0	7,1	28,6	62,5	64,0	40,0
	FE	35,7	29,4	10,0	15,0	-92,3	-36,4	28,6	71,4	87,5	32,0	33,3
Russia	CI	23,3	30,0	8,8	26,6	12,1	14,4	1,0	-3,8	8,6	34,8	
	CS	23,3	16,7	2,9	16,7	6,9	7,7	-4,3	-3,8	20,6	36,2	
	FE	23,3	43,5	14,7	36,6	17,2	21,2	6,4	-3,8	-3,2	33,3	
India	CI			47,7	80,0						2,7	
	CS			45,5	80,0						-50,0	
	FE			50,0	80,0						58,3	
China	CI	30,2	35,4		30,7	34,2		-63,6		20,9		2,0
	CS	33,3	39,0		23,1	26,3		-63,6		32,3		12,0
	FE	27,1	31,7		38,5	42,1		-63,6		9,7		-8,0
South Korea	CI	-7,2	-3,6									
	CS	-14,3	-7,1									
	FE	0,0	0,0									
Japan	CI	4,2	-11,5	-0,0	18,2	-15,7	-0,3	-25,1	-86,8	-31,0	34,6	7,7
	CS	0,0	-15,4	-7,7	18,2	-38,5	-25,0	-8,3	-91,7	-53,8	46,2	15,4
	FE	8,3	-7,7	7,7	18,2	7,7	25,0	-41,7	-81,8	-7,7	23,1	0,0

CI = Climate Index

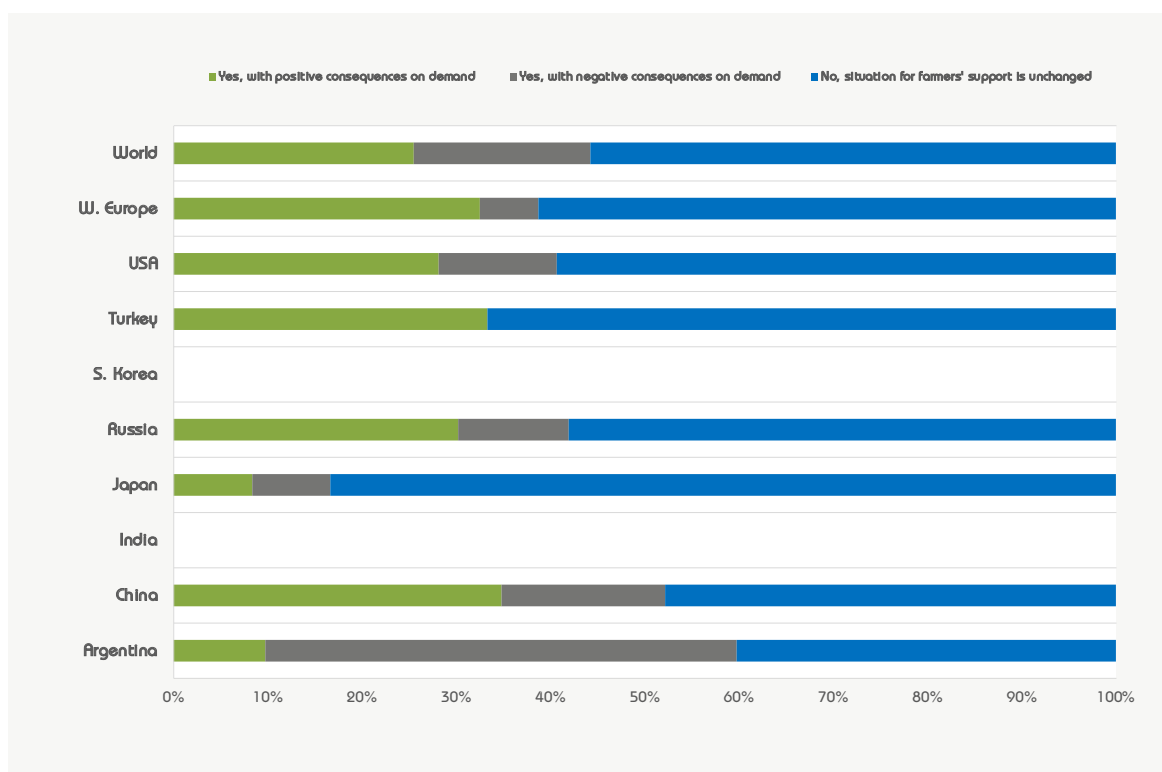
CS = Current situation

FE = Future expectation

MARKET ENVIRONMENT

Has there been a change in government programs during the past 6 months with effects on the demand for agricultural machinery?

in % of the interviewed persons according to country of company location



NOVEMBER 2021

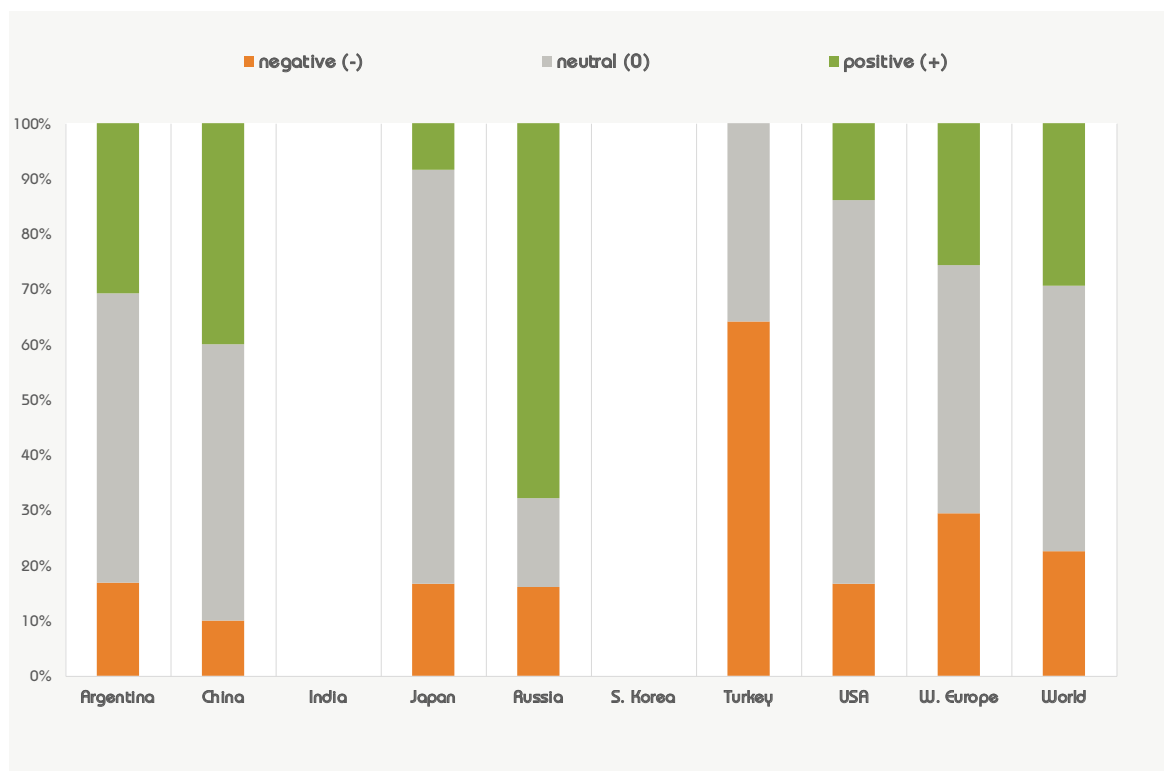
	Argentina	China	India	Japan	Russia	S.Korea	Turkey	USA	W. Europe	World
YES, with (+) effects on demand	9,7	34,8		8,3	30,2		33,3	28,1	32,5	25,5
YES, with (-) effects on demand	50,0	17,4		8,3	11,6		0,0	12,5	6,3	18,7
NO, farmer's support is unchanged	40,3	47,8		83,3	58,1		66,7	59,4	61,3	55,8



MARKET ENVIRONMENT

Please, give a current evaluation of the following aspects/impacts for the farmers/end customers in your domestic market: **Competitiveness and perspectives**

Answers from manufacturers / importers according to location



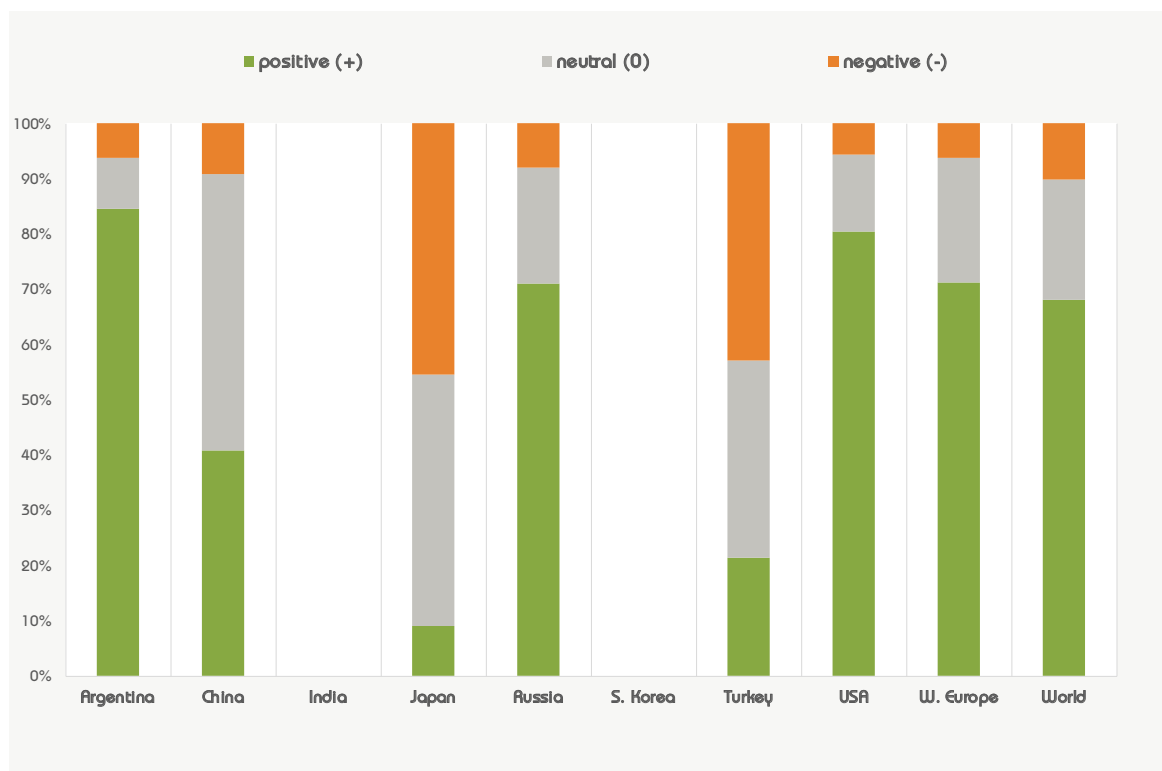
NOVEMBER 2021

	Argentina	China	India	Japan	Russia	S.Korea	Turkey	USA	W. Europe	World
POSITIVE (+)	30,8	40,0		8,3	67,7		0,0	13,9	25,6	29,3
NEUTRAL	52,3	50,0		75,0	16,1		35,7	69,4	44,9	48,0
NEGATIVE (-)	16,9	10,0		16,7	16,1		64,3	16,7	29,5	22,7

MARKET ENVIRONMENT

Please, give a current evaluation of the following aspects/impacts for the farmers/end customers in your domestic market: **Crop production (prices, quantities, quality)**

Answers from manufacturers / importers according to location



NOVEMBER 2021

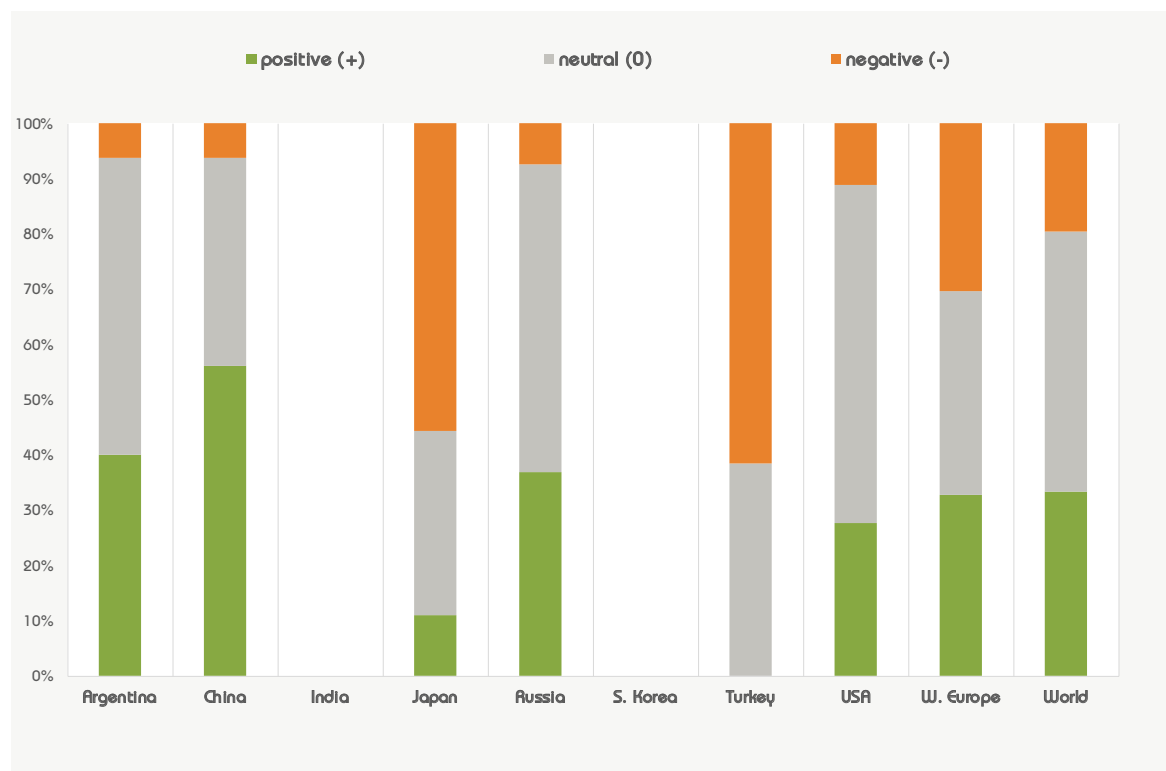
	Argentina	China	India	Japan	Russia	S.Korea	Turkey	USA	W. Europe	World
POSITIVE (+)	84,6	40,9		9,1	71,1		21,4	80,6	71,3	68,0
NEUTRAL	9,2	50,0		45,5	21,1		35,7	13,9	22,5	21,8
NEGATIVE (-)	6,2	9,1		45,5	7,9		42,9	5,6	6,3	10,2



MARKET ENVIRONMENT

Please, give a current evaluation of the following aspects/impacts for the farmers/end customers in your domestic market: **Animal production (inc. dairy products)**

Answers from manufacturers / importers according to location



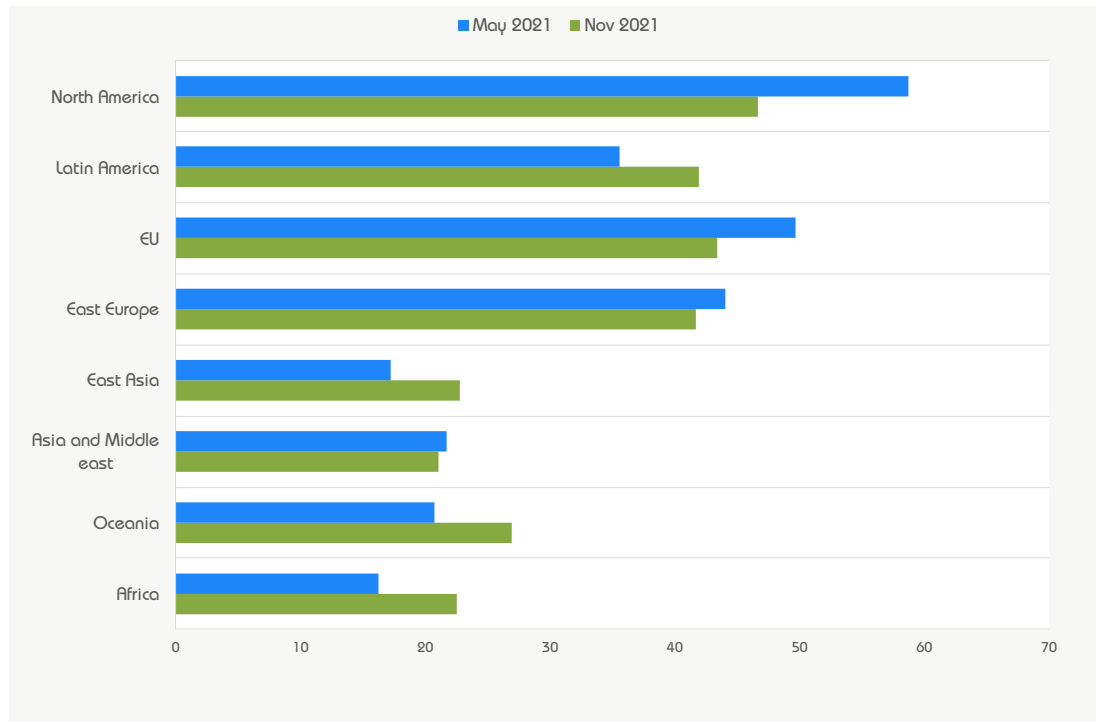
NOVEMBER 2021

	Argentina	China	India	Japan	Russia	S.Korea	Turkey	USA	W. Europe	World
POSITIVE (+)	40,0	56,3		11,1	37,0		0,0	27,8	32,9	33,5
NEUTRAL	53,8	37,5		33,3	55,6		38,5	61,1	36,7	46,9
NEGATIVE (-)	6,2	6,3		55,6	7,4		61,5	11,1	30,4	19,6

MARKET OUTLOOK

Our regional turnover expectations in the next 6 months (compared to same period a year ago) are as follows:

% of all interviewees



NOVEMBER 2021

	North America	Latin America	EU	East Europe	East Asia	Asia and Middle East	Oceania	Africa
Nov 2021	46,6	42,0	43,4	41,7	22,7	21,1	26,9	22,5
May 2021	58,7	35,6	49,7	44,1	17,2	21,7	20,7	16,2





www.agrievolution.com
ignacioruiz@ansemat.org

PHONE NUMBER: +1 (414) 298-4174