



ARGENTINIAN CHAMBER OF AGRIMACHINERY MANUFACTURERS

AGRIEVOLUTION REPORT – APRIL 2024

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 destinations**

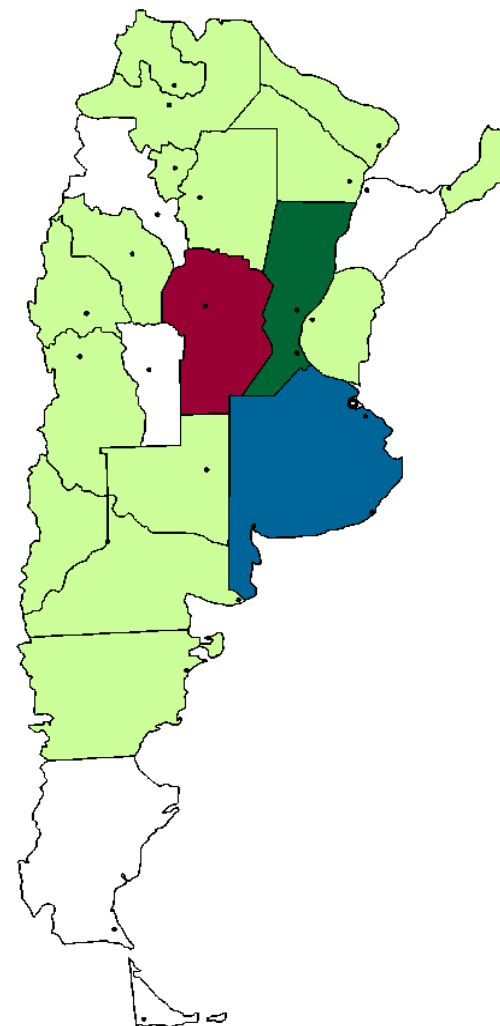
ARGENTINIAN AGRIMACHINERY INDUSTRY





GEOGRAPHICAL DISTRIBUTION



CAFMA

CAMARA ARGENTINA FABRICANTES
DE MAQUINARIA AGRICOLA



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

Source: CAFMA



ARGENTINIAN AGRICULTURE

MAIN CROPS – 2023/24

EXPORTS

MAIN CROPS - Percentage of participation in total exports – 2023



**SOY
BEAN**
20,9%



WHEAT
2,2%



CORN
9,6%



**SUN
FLOWER**
2,1%

EXPORTS

MAIN CROPS – Exports variation – 2022 comparison



**SOY
BEAN**
-43,9%



WHEAT
-69,4%



CORN
-32,7%

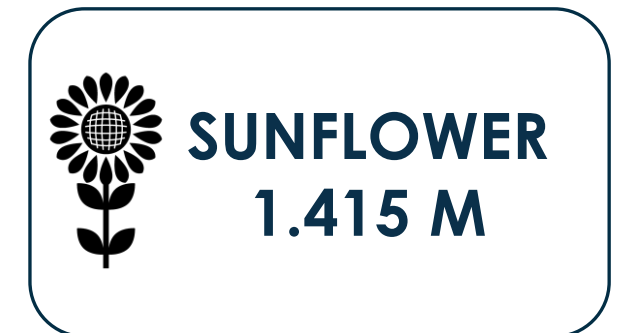
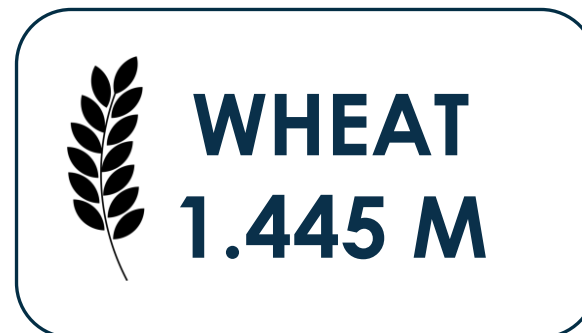


**SUN
FLOWER**
-25,2%



EXPORTS


MAIN CROPS – Total exports in million dollars –2023



CROP PRODUCTION

21/22 and 22/23 Campaign results - 2024 FORECAST



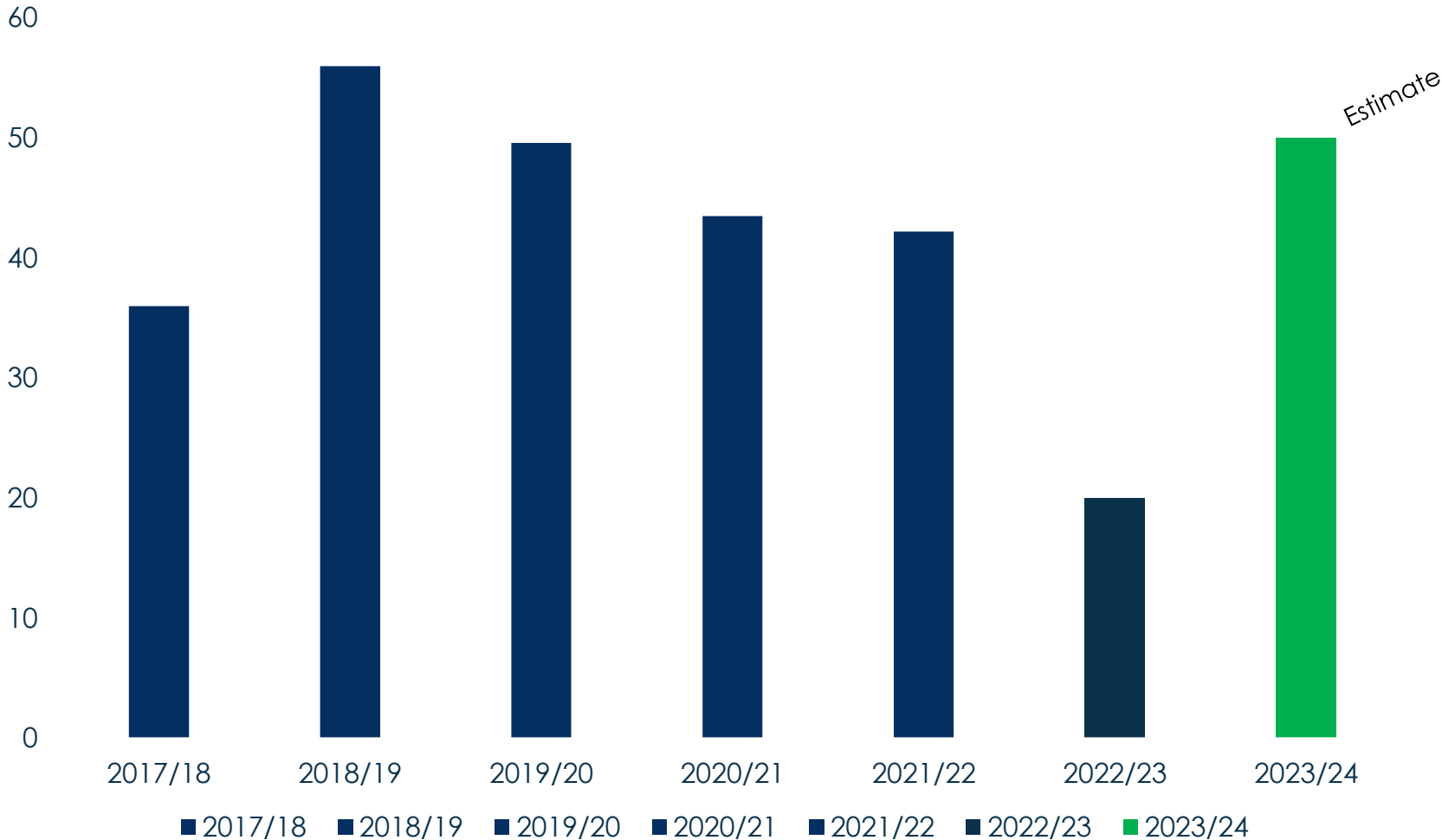
SOY BEAN			
	2021/22 Campaign	2022/23 Campaign	2023/24 Forecast
Sown	16,3 Mha	16,2 Mha ↓	17,3 Mha ↑
Yield	27,9 qq/ha	15,4 qq/ha ↓	30,2 qq/ha ↑
Total Production	42,2 Mt	21,0 Mt ↓	50,0 Mt ↑

PRODUCTION EVOLUTION

SOY BEAN



 Production (MTn)




Source: Bolsa de Cereales / Bolsa de Comercio de Rosario

CROP PRODUCTION

21/22 and 22/23 Campaign results - 2024 FORECAST



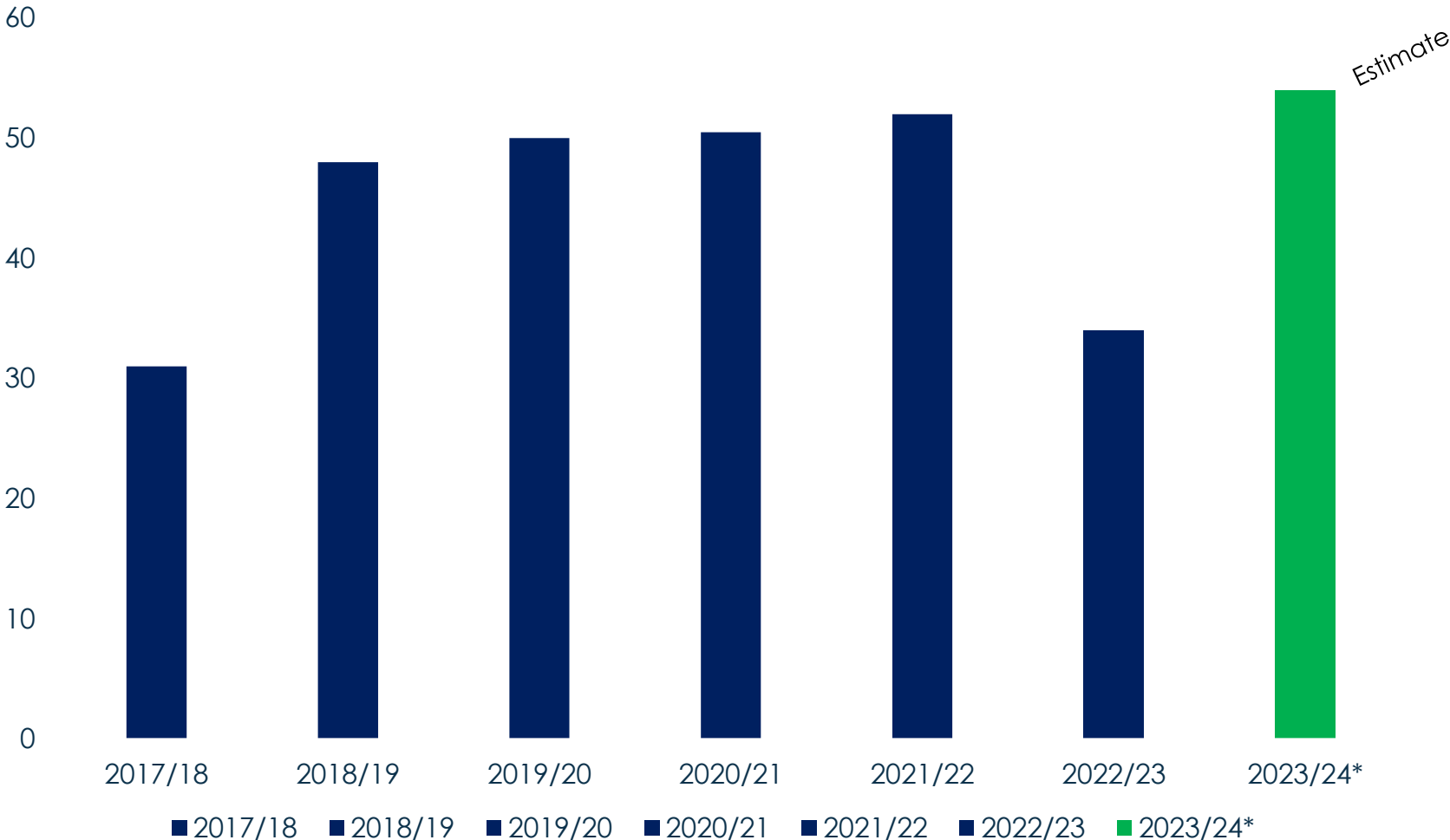
CORN			
	2021/22 Campaign	2022/23 Campaign	2023/24 Forecast
Sown	7,7 Mha	7,1 Mha ↓	7,2 Mha ↑
Yield	69,9 qq/ha	50,6 qq/ha ↓	88,3 qq/ha ↑
Total Prod	52,0 Mt	34,0 Mt ↓	54 Mt ↑

PRODUCTION EVOLUTION



CORN

 Production (MTn)










Source: Bolsa de Cereales / Bolsa de Comercio de Rosario

CROP PRODUCTION

21/22 and 22/23 Campaign results - 2024 FORECAST



WHEAT			
	2021/22 Campaign	2022/23 Campaign	2022/24 Forecast
Sown	6,6 Mha	6,1 Mha 	6,7 Mha 
Yield	34,4 qq/ha	22,8 qq/ha 	28,3 qq/ha 
Total Prod	21,8 Mt	12,4 Mt 	14,5 Mt 

PRODUCTION EVOLUTION

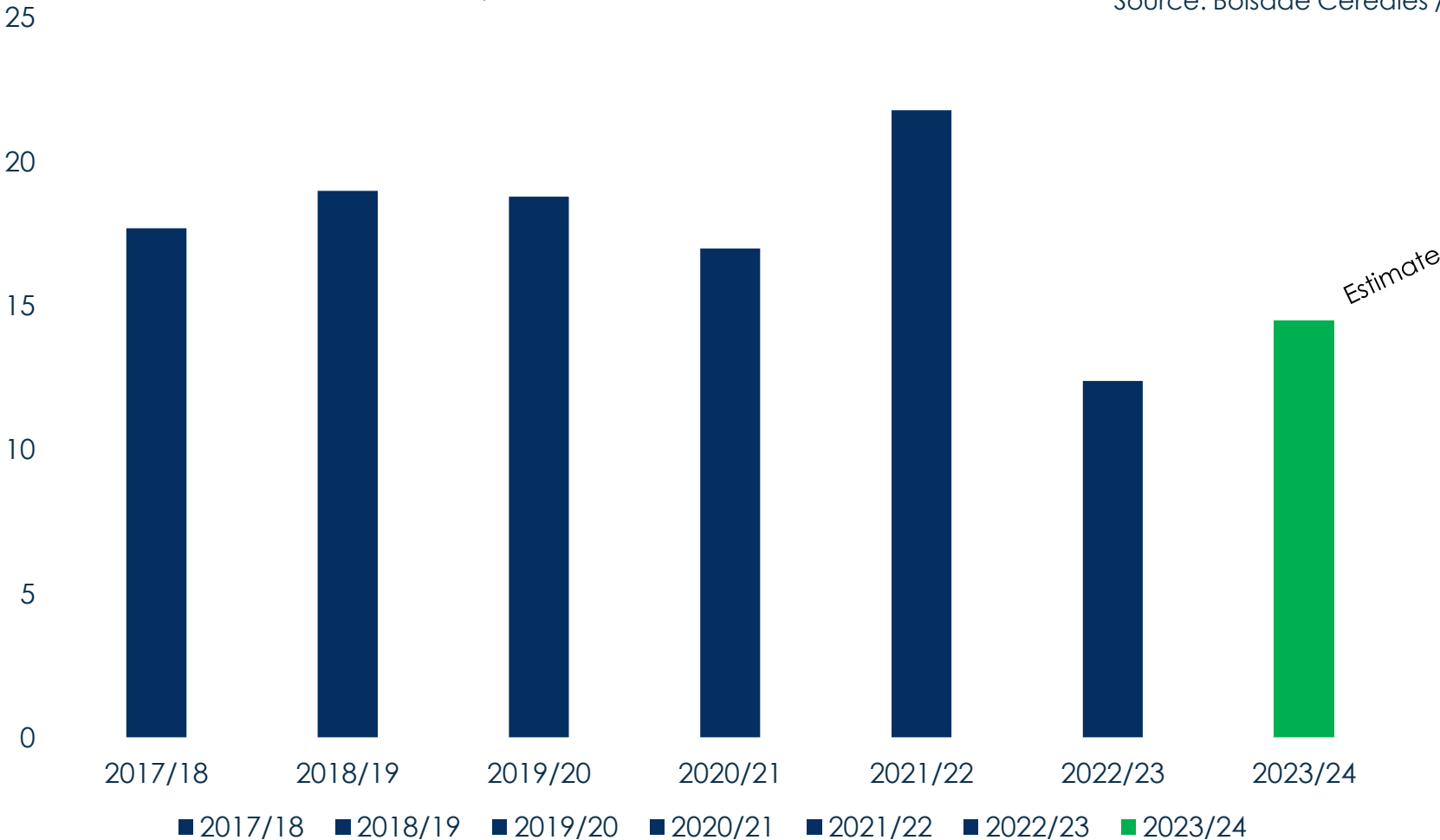


WHEAT



Production (MTn)

Source: Bolsade Cereales / INTA




Source: Bolsa de Cereales / Bolsa de Comercio de Rosario

CROP PRODUCTION

21/22 and 22/23 Campaign results - 2024 FORECAST



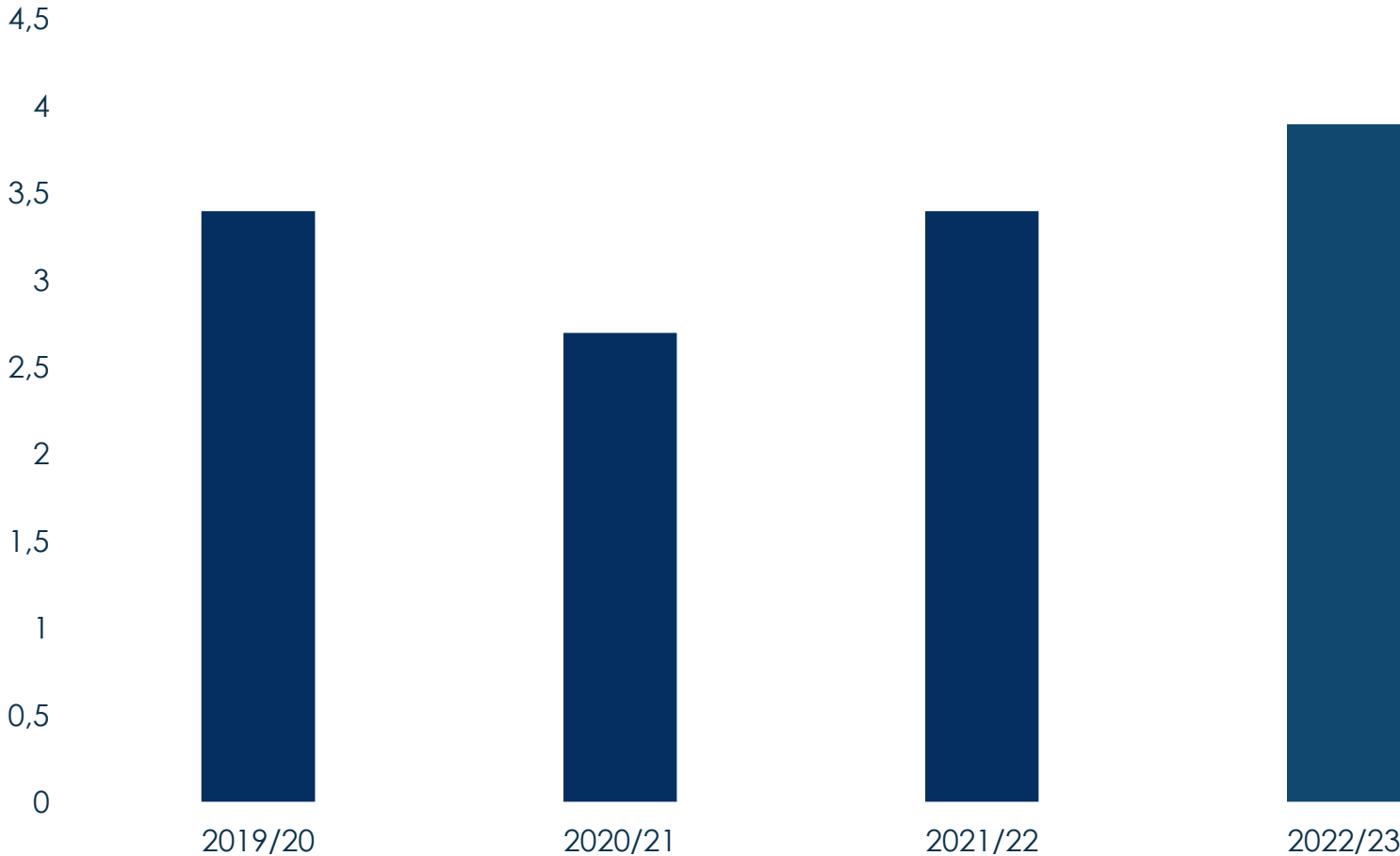
SUNFLOWER			
	2021/22 Campaign	2022/23 Campaign	2023/24 Forecast
Sown	1,7 Mha	2,0 Mha ↓	1,9 Mha ↑
Yield	20,4 qq/ha	19,9 qq/ha ↓	20,2 qq/ha ↑
Total Prod	3,4 Mt	3,9 Mt ↑	?

PRODUCTION EVOLUTION

SUNFLOWER



Production (MTn)



■ 2019/20 ■ 2020/21 ■ 2021/22 ■ 2022/23

Source: Bolsa de Cereales



ARGENTINIAN AGRIMACHINERY MARKET

ARGENTINIAN AGRIMACHINERY NATIONAL MARKET



2022 – 2023 COMPARISON

**COMBINE
HARVESTERS**
↓ 37,2 %

SEEDERS
↓ 36,2%

TRACTORS
↓ 8,5%

**Gran storage and
transport machinery**
↓ 42,9%

SPRAYERS
↓ 31,0%

ARGENTINIAN AGRIMACHINERY NATIONAL MARKET



TOTAL SALES – 2021/22/23 – In units

TOTAL SALES			
PRODUCT	2022	2023	VARIATION
Harvesters	1040	653	-37,2% ↓
Tractors	8761	8013	-8,5% ↓
Seeders	2426	1547	-36,2% ↓
Sprayers	1334	822	-31,0% ↓
Grain storage and transport machinery	3815	2179	-42,9% ↓

AGRIMACHINERY FOREIGN MARKET



2012 – 2023 EVOLUTION

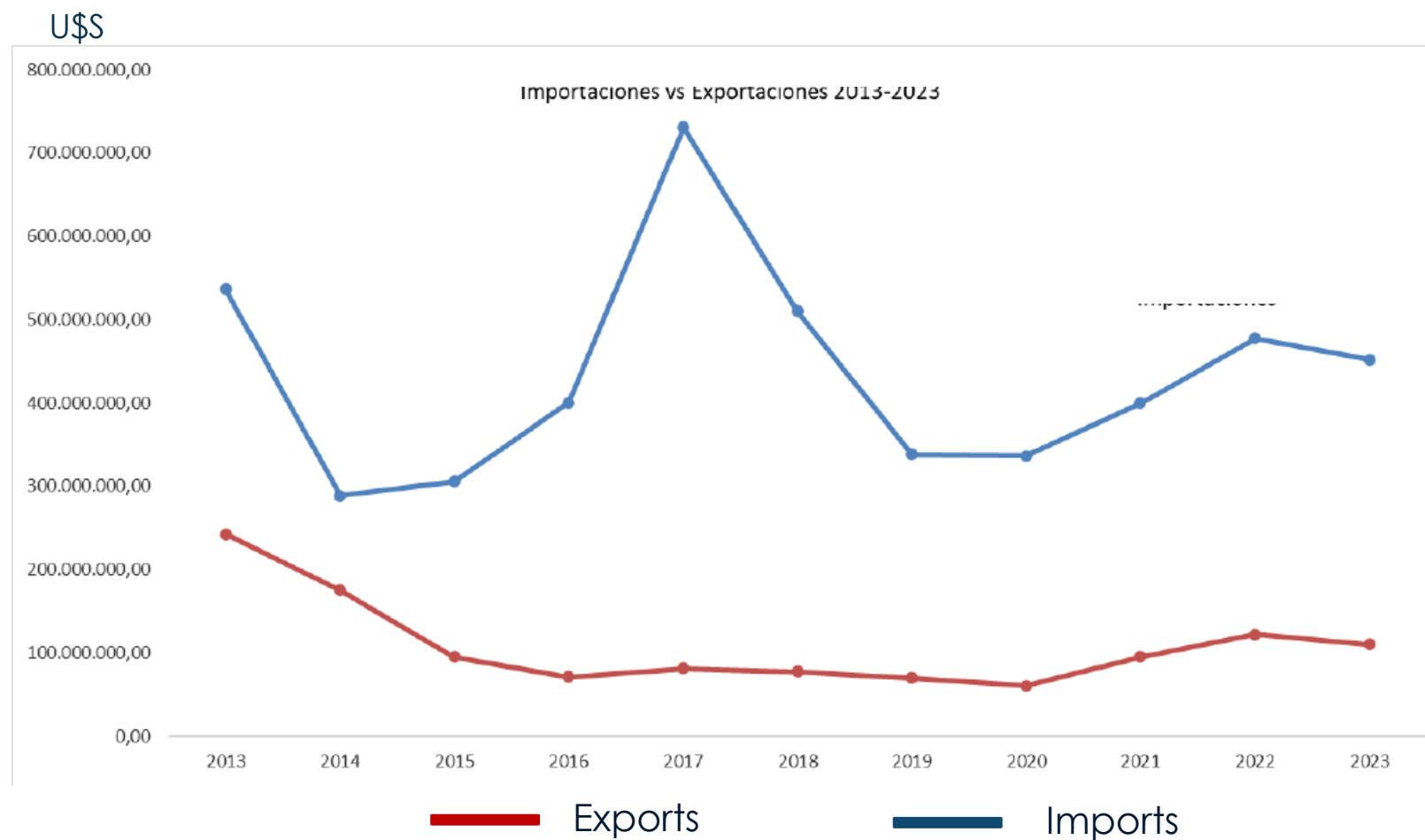
IMPORTS
U\$S 450 MILLON

EXPORTS
U\$S 110 MILLION

AGRIMACHINERY FOREIGN MARKET



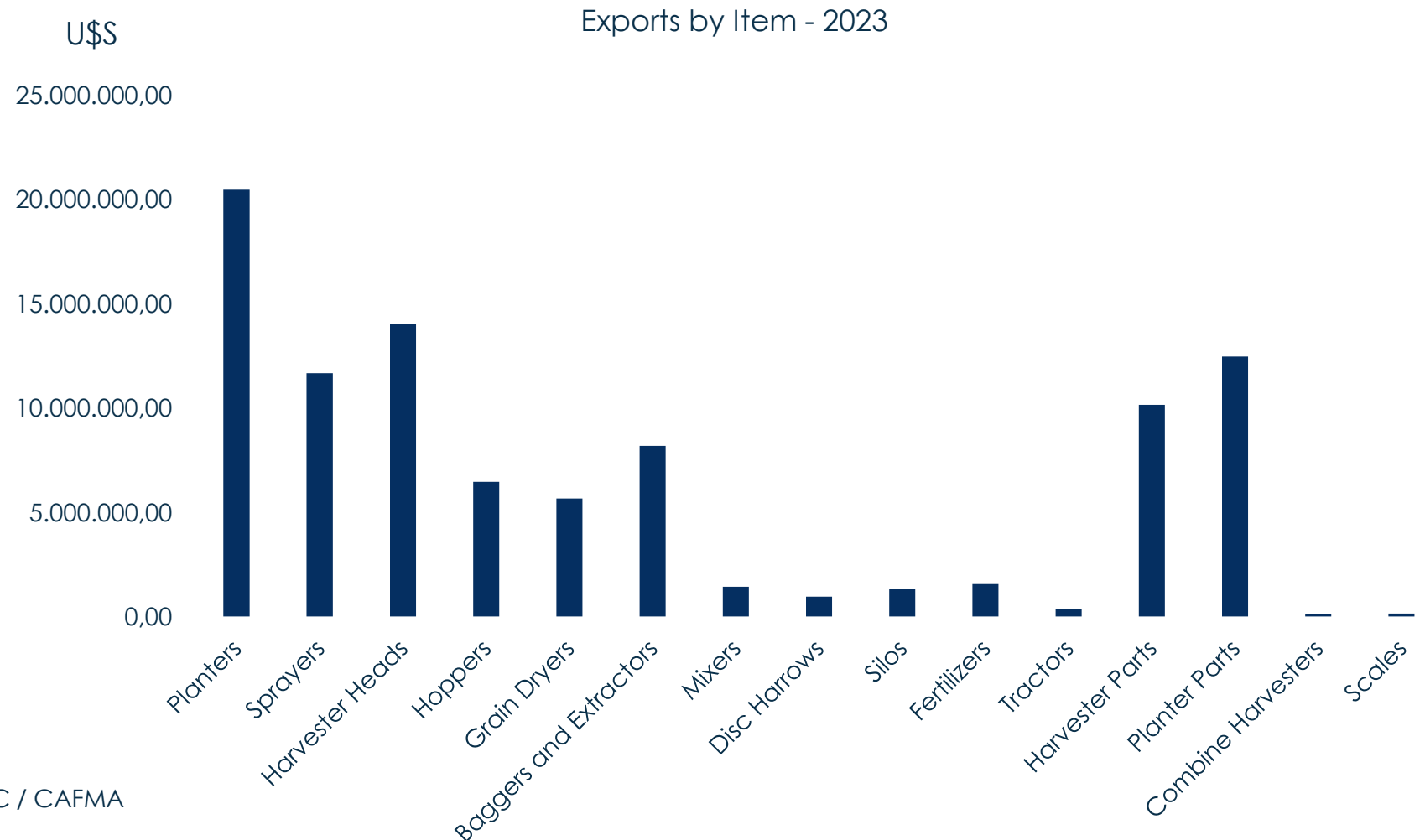
2013 – 2023 EVOLUTION



Source: INDEC / CAFMA

EXPORTS

MAIN ITEMS, 2022



Source: INDEC / CAFMA

CONCLUSIONS



- One of the **worst droughts** of Argentinian history happened during 2022/23 campaign.
- The participation of banks with **financing at trade fairs** was very important for the sector in the last year.
- New liberal-thinking government in Argentina. **Greater facilities** for foreign trade and investment attraction, but **lack of industrial politics**.
- Low competitiveness due to **high production costs**.
- Good crop **campaign forecast** for this year.