



30<sup>th</sup> Members' Meeting of the Club of Bologna

***Agriculture mechanization vision for the future: the Club of Bologna thirty years of contribution for improve its diffusion and sustainability***

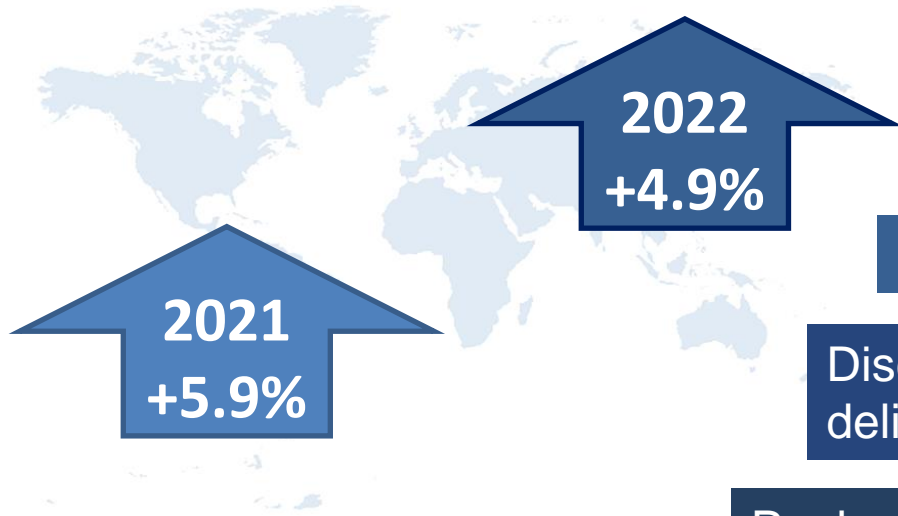
22-23 October 2021

Bologna, Italy

***Spare parts market***

# The global GDP

The International Monetary Fund expects the global economy to grow by 6.0% in 2021 and 4.9% in 2022.



The recovery will not be constant, an irregular recovery is expected, determined by:

Evolution of the virus and its mutations

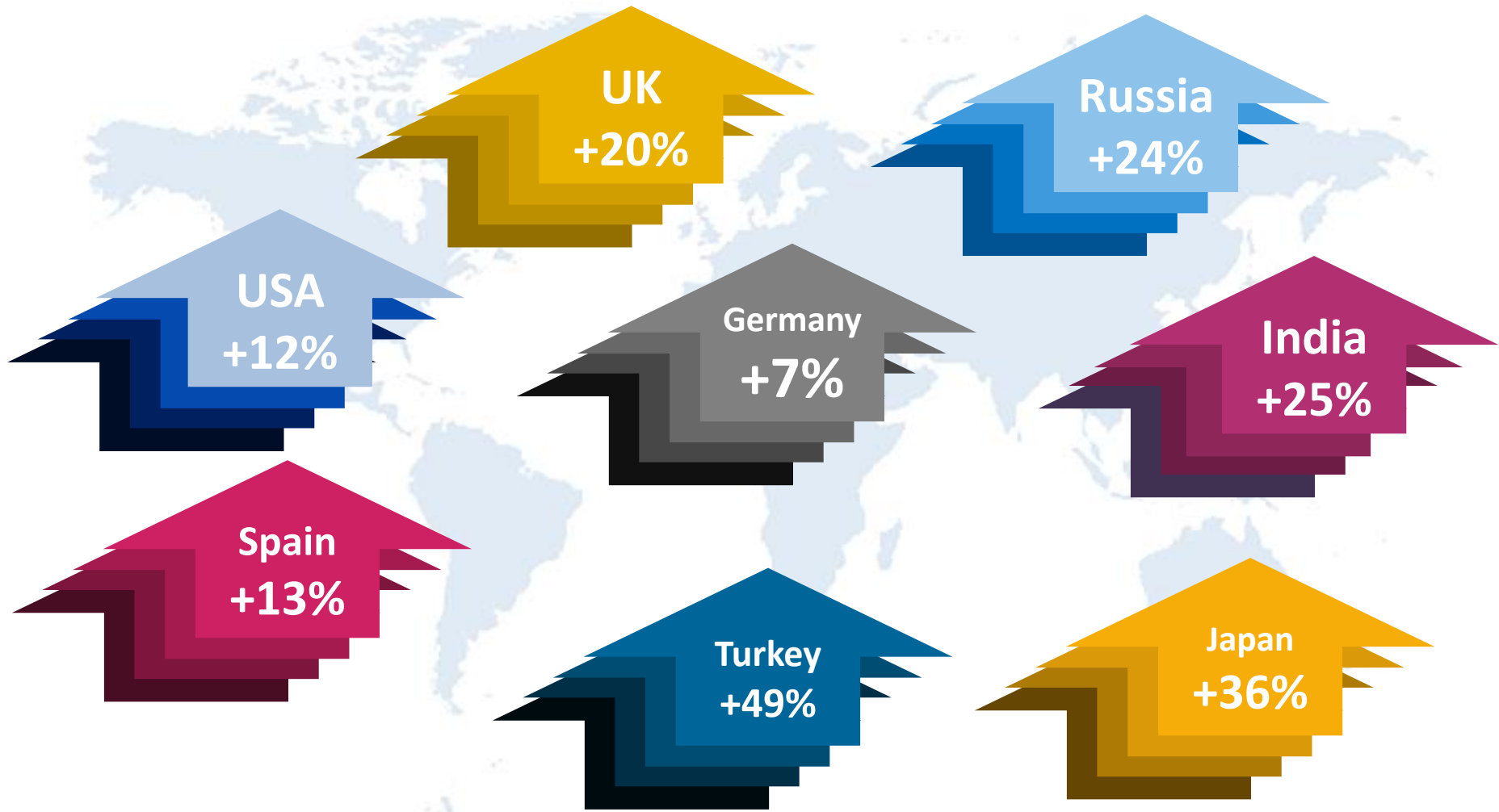
Discrepancy between supply and demand, delivery times of expanded inputs

Peaks of annual inflation - rising commodity prices

Monetary policies adopted by the main central banks

Despite these challenges, financial conditions are generally favourable and sentiment stay positive overall.

# Tractor sales in 2021



Source: AEA, AEM, Agrievolution, ANSEMAT, Tarkmabir, VDMA - September update, Japan and Russia June update

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Bologna, October 22-23, 2021*

# Prospects for the agricultural sector

## GLOBAL AGRICULTURAL PRODUCTION

**+18%**

**2030**

**2021**

## WORLD MEAT PRODUCTION

**+13%**

**2030**

**2021**

Source: OECD/FAO (2021), OECD-FAO Agricultural Outlook 2021-2030, OECD Publishing, Paris, <https://doi.org/10.1787/19428846-en>

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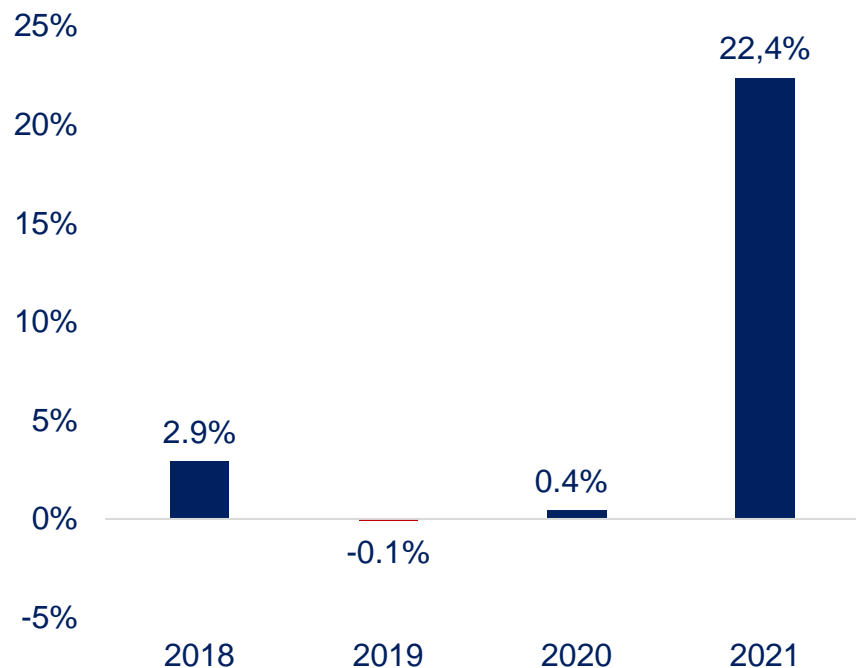
# Italian production of sectors represented by FederUnacoma

**Overall:**  
**14 bln**  
**+22.4%**

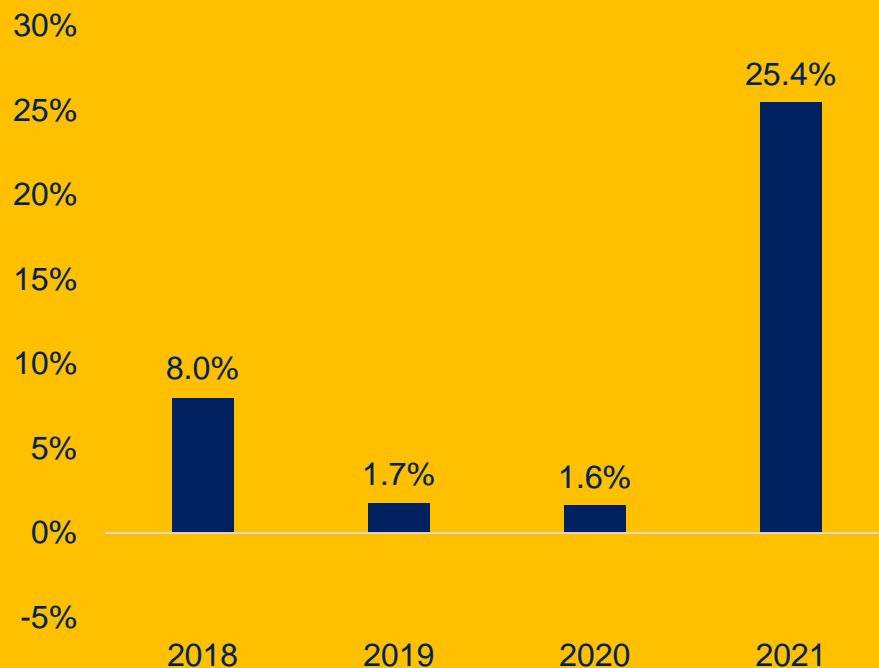
**Components:**  
**3.5 bln**  
**+25.4%**

25% of  
total  
production

### Total production in value



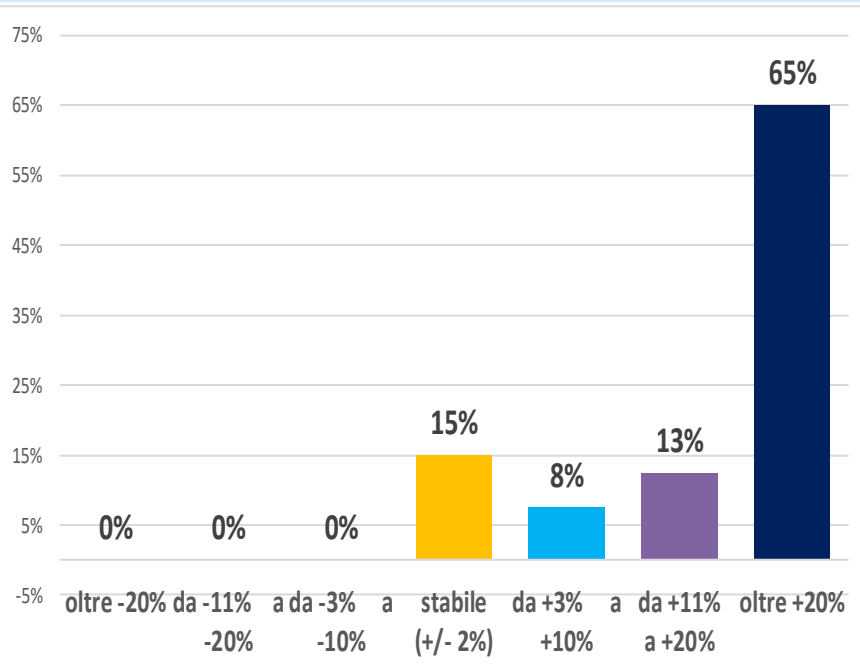
### Total production in value



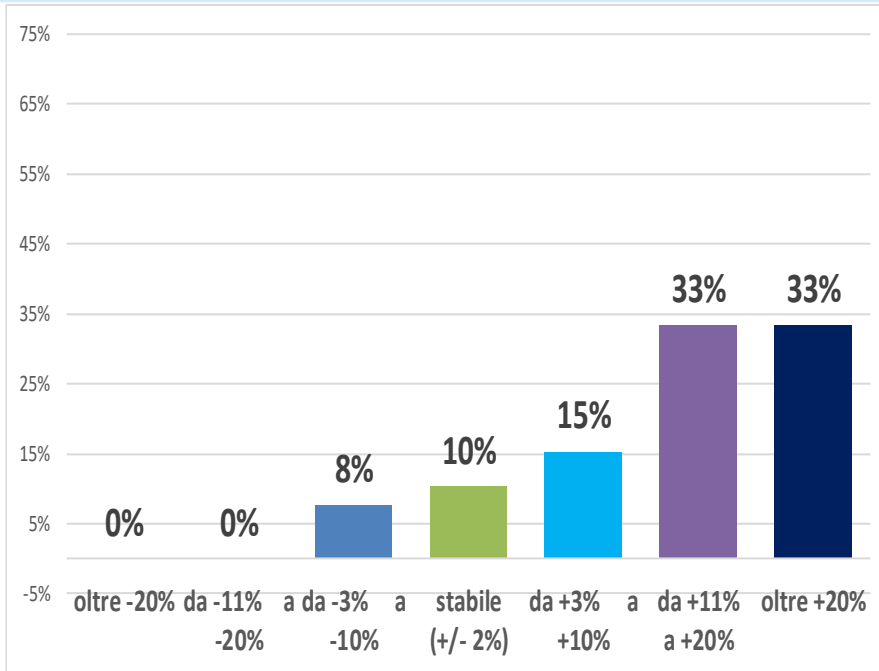
Source: FederUnacoma Statistical Dept., retail prices forecasts, VAT not included

# PARTS AND COMPONENTS TRENDS IN ITALY- September 2021

## First 9 months 2021



## Trend in the next 6 months



Source: FederUnacoma Statistical Dept., Comacomp quarterly survey

## After Market of spare parts in 2020 (million of €)

Country	Including original & not original Items 2020	Original Items Market	Original Market	Not Original Market
Italy	670	50%	335	335
France	1150	60%	690	460
Germany & Austria	1100	60%	660	440
UK & Ireland	840	55%	462	378
Benelux	520	60%	312	208
Scandinavia	600	55%	330	270
Spain & Portugal	360	50%	180	180
Eastern European Countries	1550	55%	853	698
<b>Total</b>	<b>6.790</b>		<b>3.822</b>	<b>2.969</b>

Source: AMA SpA

# Size of the national market

## DEPENDS ON

- Numbers of hectares (directly proportional)
- Type of cultivation (arable crops wear more spare parts than specialized crops)
- Number of tractors and ag machines sold in the last 35 years (directly proportional)
- Average size of farm (inversely proportional)
- Number of machines for farm (inversely proportional)



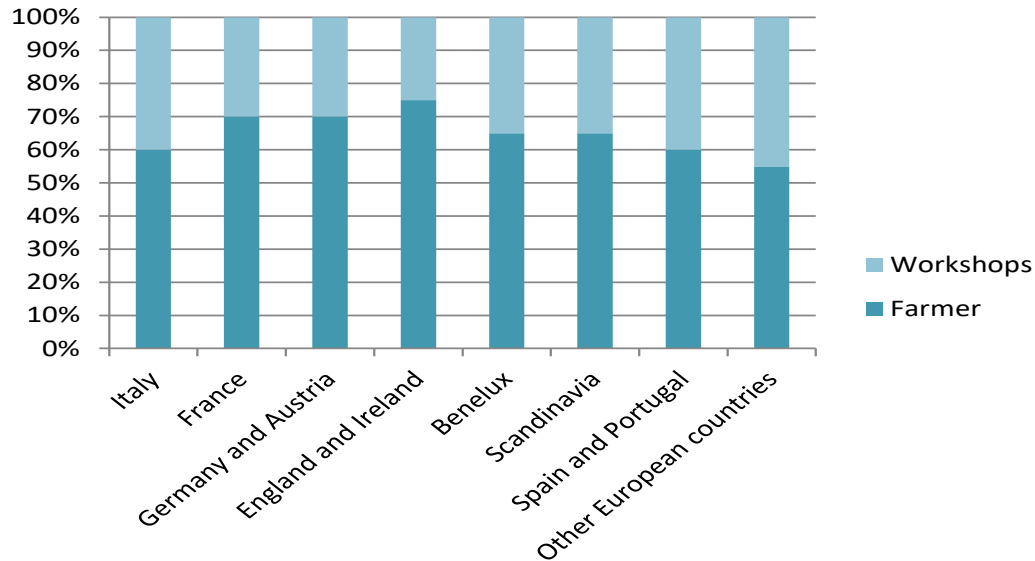
# Original or not original

## DEPENDS ON

- Average income of farm
- Average Power of machines
- Average Age of machines
- Widespread coverage of distribution
- Number of manufacturers of components in the area

# European Market Structure divided by customer type (%)

Country	Farmer	Workshops
Italy	60%	40%
France	70%	30%
Germany & Austria	70%	30%
UK & Ireland	75%	25%
Benelux	65%	35%
Scandinavia	65%	35%
Spain & Portugal	60%	40%
Eastern European Countries	55%	45%



# After Market Success criteria

## BUSINESS AFTER MARKET

- Faster delivery
- Range extension
- Clients time optimization
- Packaging
- Sales force (incentive for sell-out)
- Innovation strategy for distribution
- Partnership with the dealer
- Good commercial coverage
- «European» product or “Quality” product