

INDUSTRY UPDATE



Alan Kirsten
July 2022

- YTD & R12M June 2022 Results
- Distribution Channel Update
- TMA Business Barometer
- Where to next

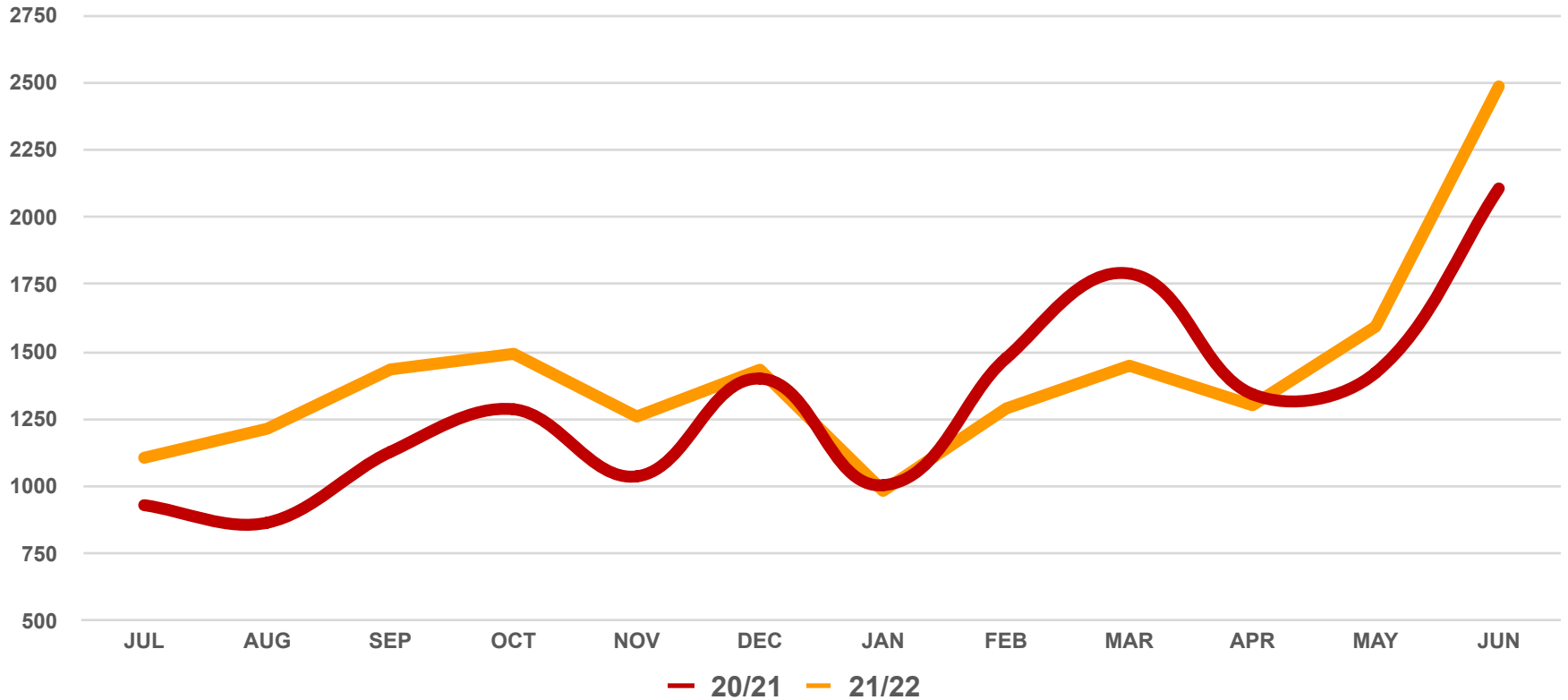
Year to date & R12M June 2022

1st HALF OUTCOMES....

- Tractor sales
 - DOWN 0.4% - 9,105
 - Under 60Hp UP 6% .. 3,116
 - 60Hp Plus DOWN 4% .. 5,989
- Tractor sales – R12M June
 - UP 8% - 17,049
 - <60Hp UP 5% - 6,022
 - 60+Hp UP 10% - 11,027

- Combine deliveries **UP 19%**
- Baler deliveries **UP 3%**
- Commercial Out Front Mowers **DOWN 27%**

Tractors:

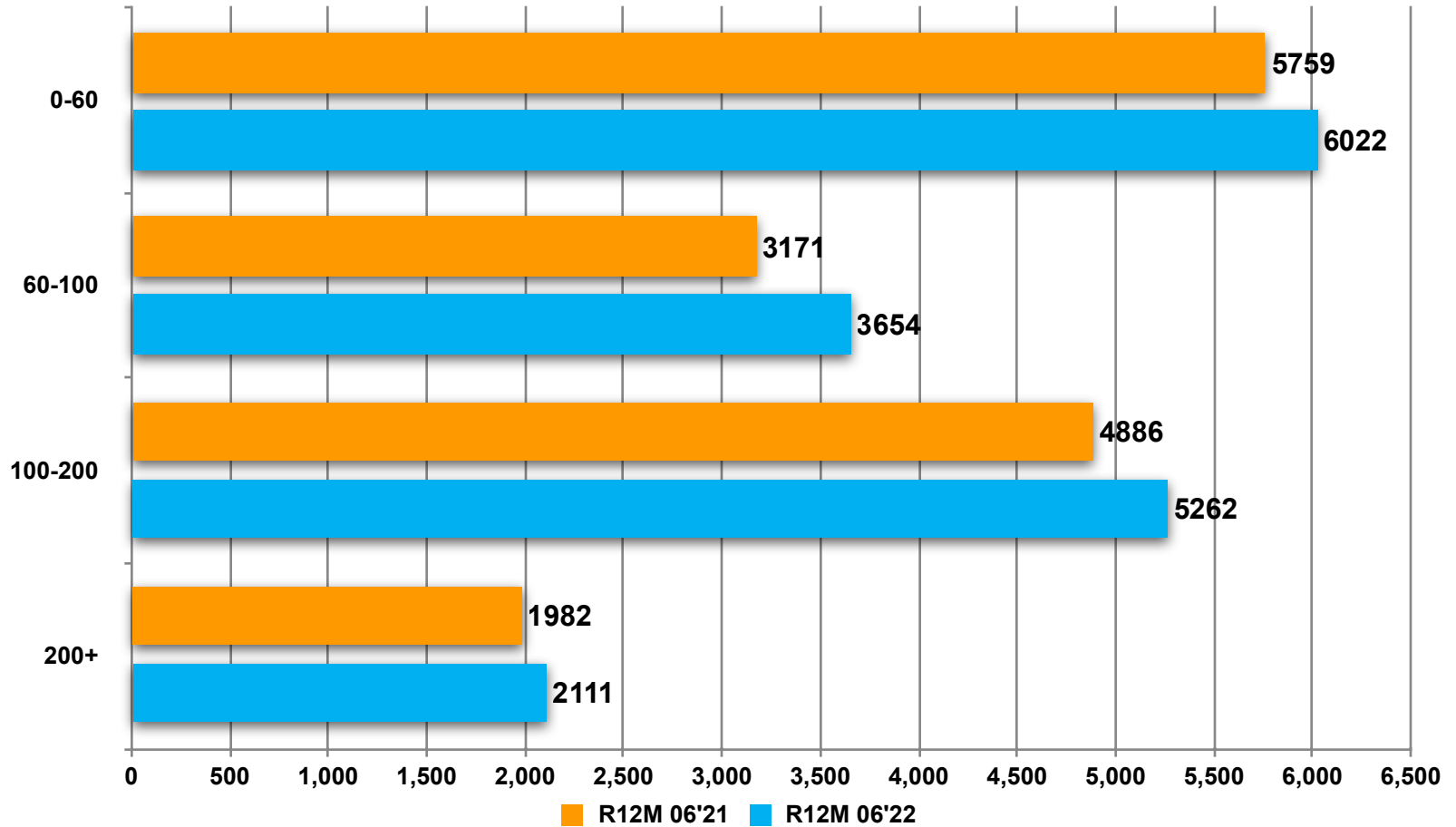


Tractors....

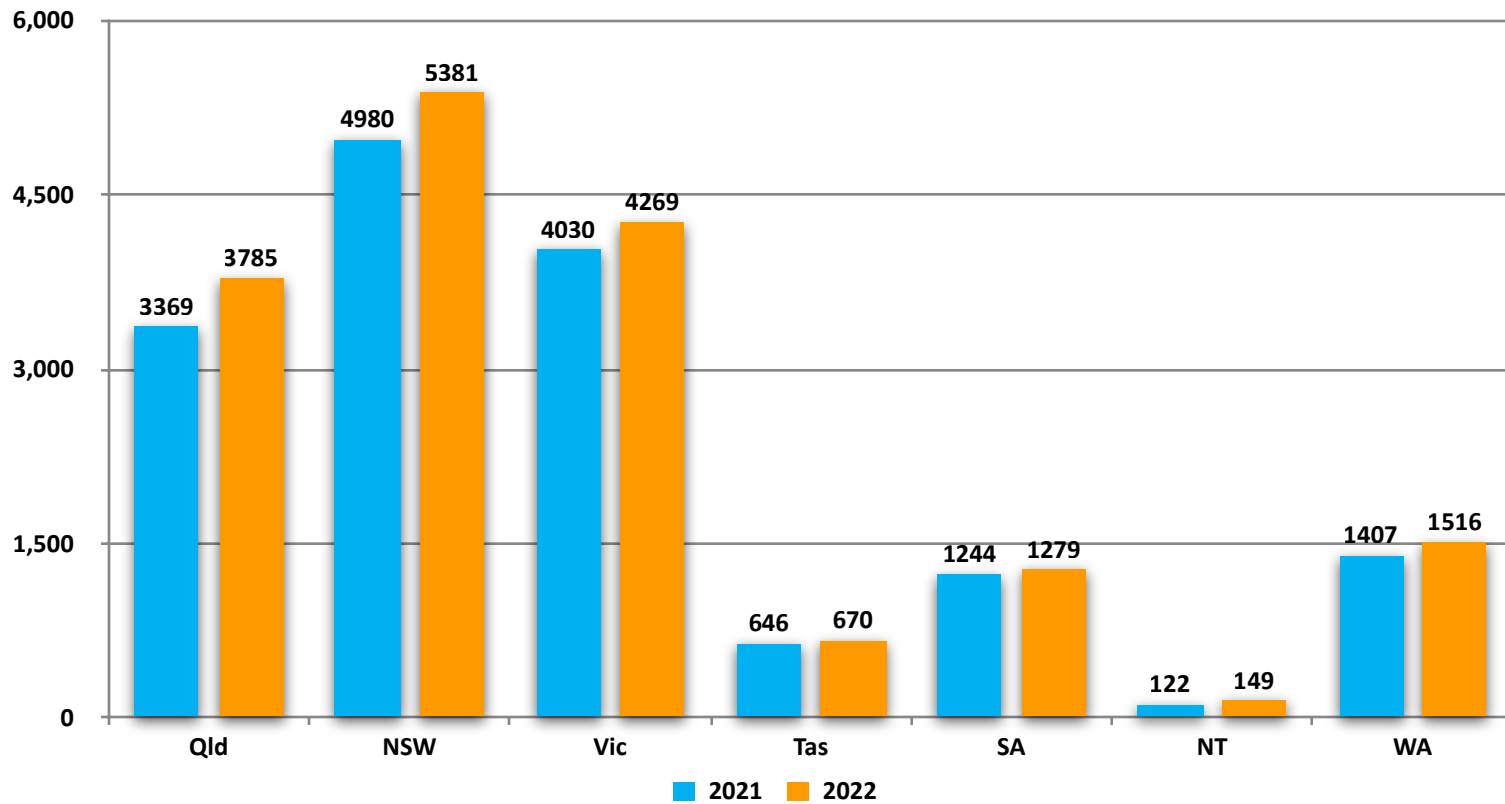
Year on Year Variance

JUL'21	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN'22
18.9%	40.3%	27.1%	16.0%	21.4%	2.4%	-2.1%	-12.7%	-19.1%	-3.1%	12.0%	18.0%

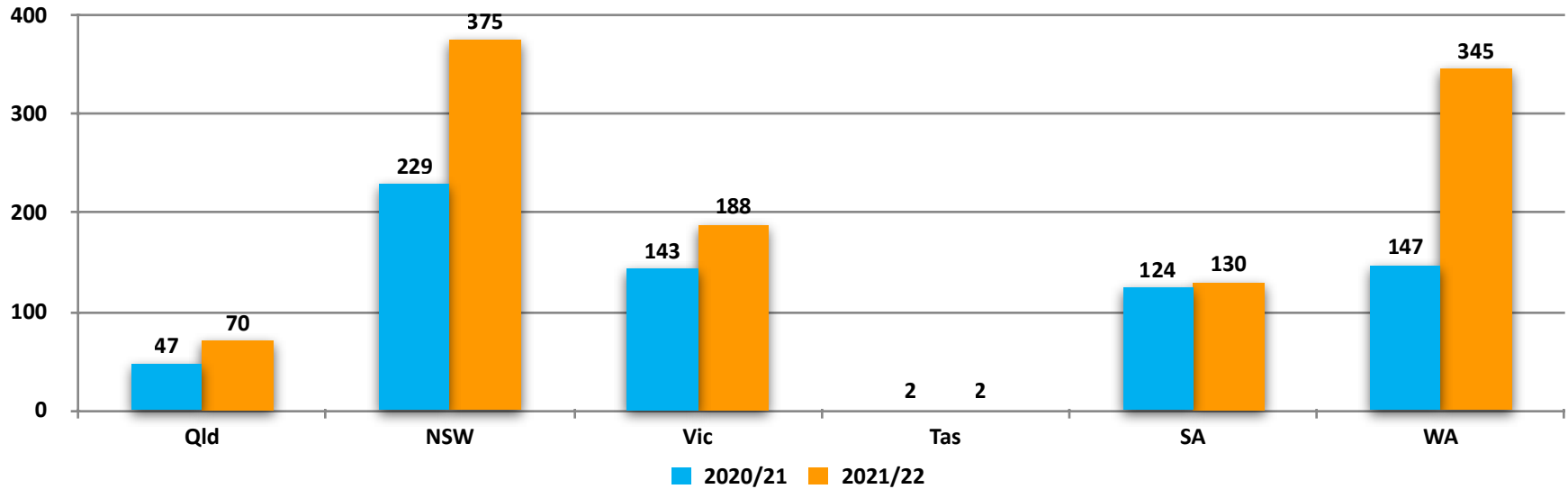
Tractors...



Tractors...



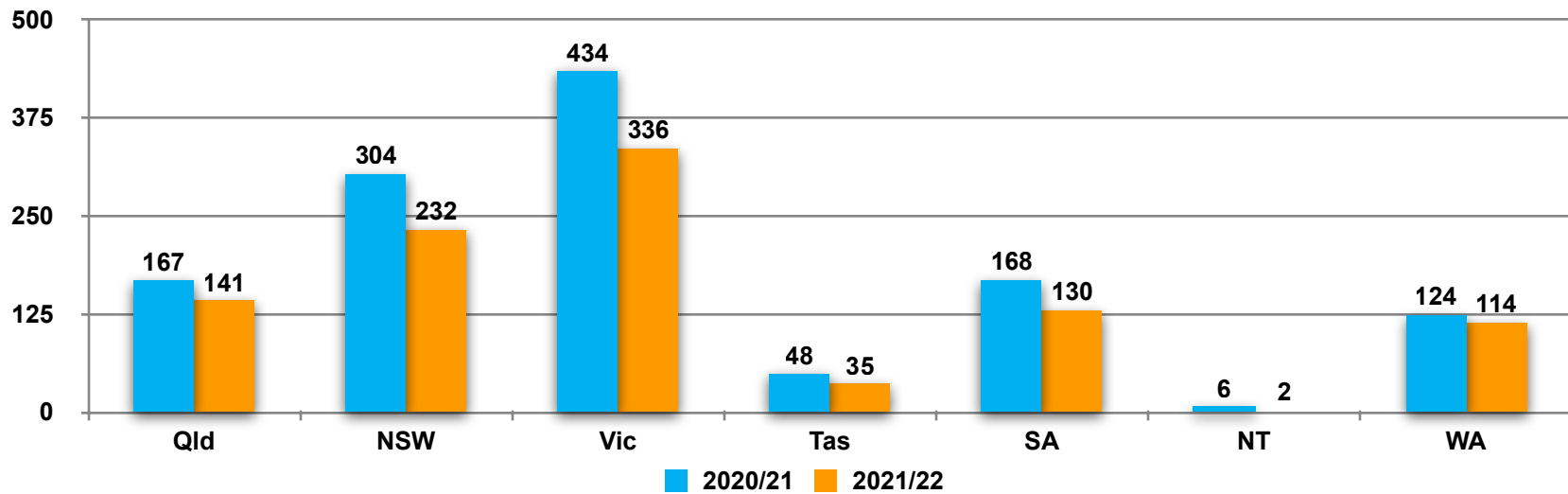
Combine Harvesters....



Fiscal Years

	17/18	18/19	19/20	20/21	21/22
Class 6	25	27	19	9	25
Class 7	220	160	125	146	191
Class 8	428	310	255	355	570
Class 9	192	172	140	154	268
Class 10	19	12	20	28	56
Total	884	681	559	692	1,110

Balers....



	Fiscal Years				
	17/18	18/19	19/20	20/21	21/22
Round	446	533	594	663	605
S.Square	97	113	135	198	185
L. Square	203	248	289	390	200
Total	746	894	1,018	1,251	990

Distribution Channel Update....

	2009	2022 (MAY)	
Single Business Outlets:	457	269	-41.1%
Group Business Outlets:	300	394	31.3%
Total Outlets	757	663	-12.4%
Group Businesses:	98	96	-2.0%
TOTAL BUSINESSES	555	365	-34.2%

TMA Business Barometer.... (May'22)

NEXT 6 MONTHS	REMAIN UNCHANGED	INCREASE	DECREASE
TURNOVER	74%		
SALES - NEW			
TRACTORS	61%		
COMBINES	78%		
BALERS	55%	25%	
SP SPRAYERS	74%		
USED EQUIP.	55%	20%	25%

TMA Business Barometer.... (May'22)

INVENTORY - NEW	LOW	AVERAGE	HIGH
TRACTORS	78%	16%	6%
COMBINES	61%	39%	
BALERS & HAY TOOLS	43%	37%	20%
SP SPRAYERS	65%	35%	
INVENTORY - USED			
TRACTORS	84%	14%	2%
COMBINES	67%	33%	
BALERS & HAY TOOLS	57%	37%	6%
SP SPRAYERS	69%	31%	

WHERE TO NEXT ?

- Last 10 years (2012-2021)
 - Tractor sales 122,192

- 10 years (1979-1988)
 - Tractor sales 119,437