

Waldorf - Astoria
Orlando, Florida, USA
January 11, 2010





Brazil

- **Area:** 8,514,215.3 km²
 - **Populations:** 183,9 millions (2007)
Southeast (77.8 million), Northeast (51.5 million), South (26.7 million), North (14.6 million).
 - **Total Cities:** 5435.
 - **Main Cities:** Brasília, São Paulo, Rio de Janeiro, Belo Horizonte, Porto Alegre, Salvador, Goiânia, Recife, Manaus, Curitiba, Florianópolis, Belém, Maceió, Cuiabá, João Pessoa, Fortaleza, São Luis.
 - **Official language:** Portuguese
 - **Density statistic** is: 22 hab./km²
 - **Growth statistic element:** at 1.38% p.y. (1991 to 1996).
-



Brazil

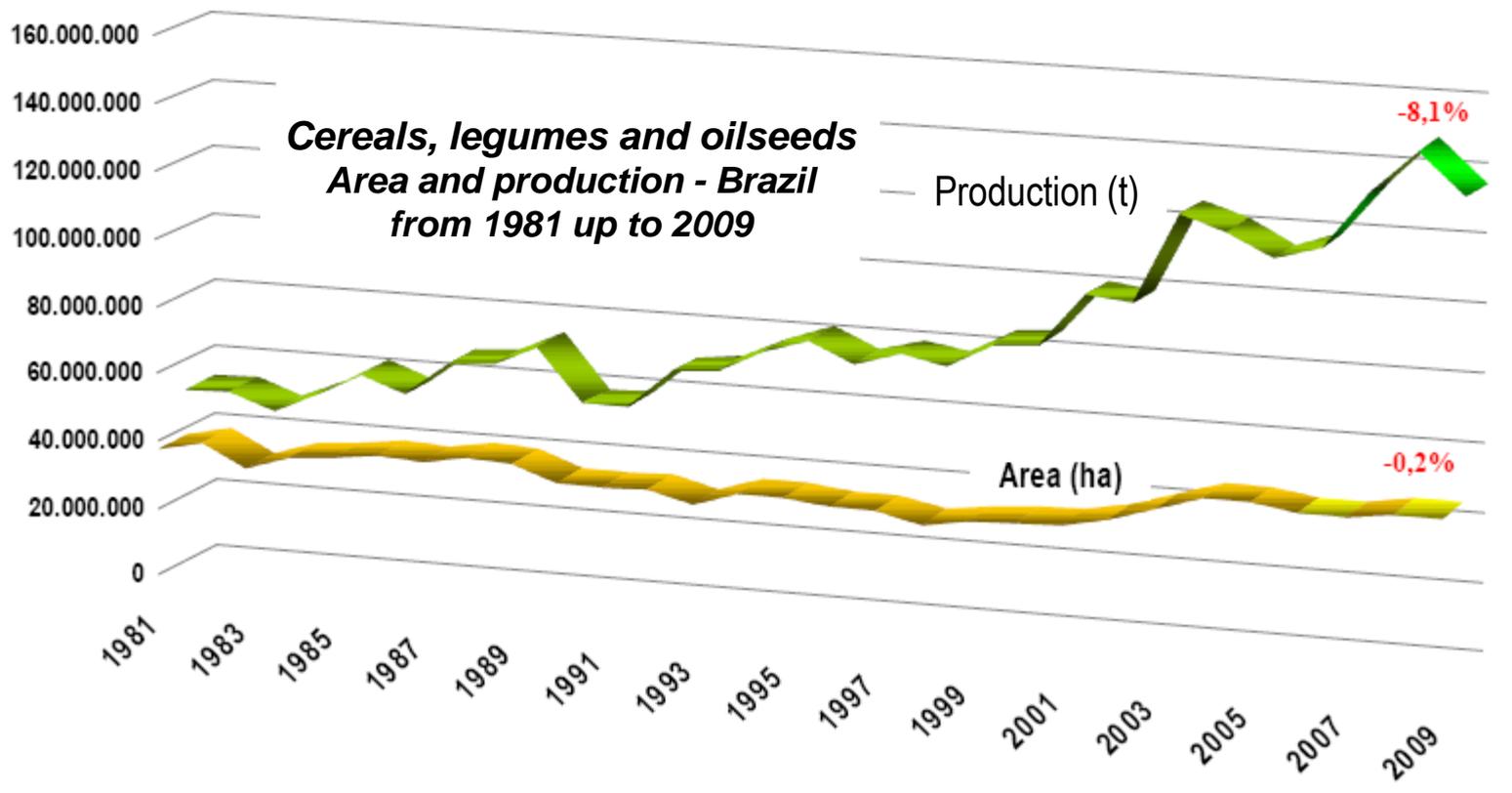


- **Income per capita:** USD 7,950 (year 2007).
- **IDH** (Index of Human Development): 0.813 (for the year 2007).
- **Farm products:** soybean, cotton, rice, coffee, sugarcane, orange, corn, beans
- **Livestock:** Poultry, beef cattle, dairy, buffalo, sheep
- **Mining:** bauxite, iron, manganese, gold and oil.
- **Industry:** manufacturing, consumer goods and durable goods.
- **GDP** (Gross Domestic Product): 1,7trillion USD (year 2008).
- **The GDP growth in 2008:** 5.1%.



Sectorial Chamber for Farm Machinery and Implements (CSMIA)

Agriculture Area x Production



Source: IBGE





Sectorial Chamber for Farm Machinery and Implements (CSMIA)

Governmental incentive to the agriculture has improved the technological use and development in the sector

**Ministério da
Agricultura, Pecuária
e Abastecimento**

**Ministry of Agriculture, Livestock and
Supply MAPA**

***Updating Program for Agriculture Tractors
Fleet and Associated Implements and
Harvesting Machines - MODERFROTA***





Sectorial Chamber for Farm Machinery and Implements (CSMIA)

Governmental incentive to the agriculture has improved the technological use and development in the sector

Ministry of Agriculture Development - MDA

Program More Food





Brazilian Machinery Builders' Association



CSMIA - Sectorial Chamber for Farm Machinery and Implements

The CSMIA is one of the 30 Chambers of machinery and equipments manufactures associated to the Brazilian Association of the Machines and Equipment Industry (ABIMAQ)



Sectorial Chamber for Farm Machinery and Implements (CSMIA)

The industry of farm machinery and implements in Brazil represented by CSMIA, includes all products for agricultural production, ranging from the machines for soil preparation, planting, spraying, harvesting and livestock, to the storage and transport of agricultural products to direct consumption or for the food industry.

It does not include most of tractors and combines.





Sectorial Chamber for Farm Machinery and Implements (CSMIA)

Farming machines and implements sector

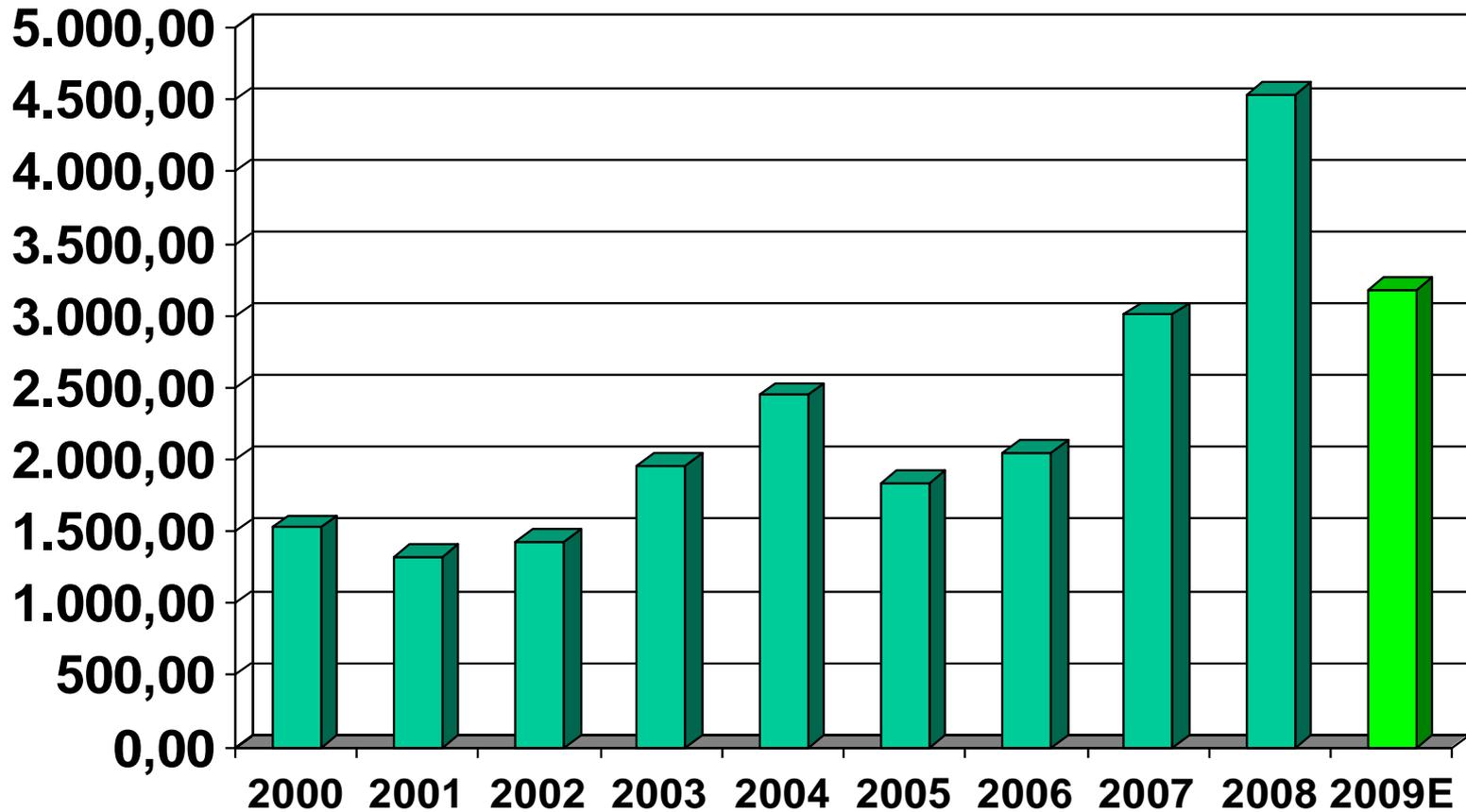
Nowadays, the **CSMIA** represents 170 manufacturers of farm machinery and implements that are most important of the sector in our country.





Sectorial Chamber for Farm Machinery and Implements (CSMIA)

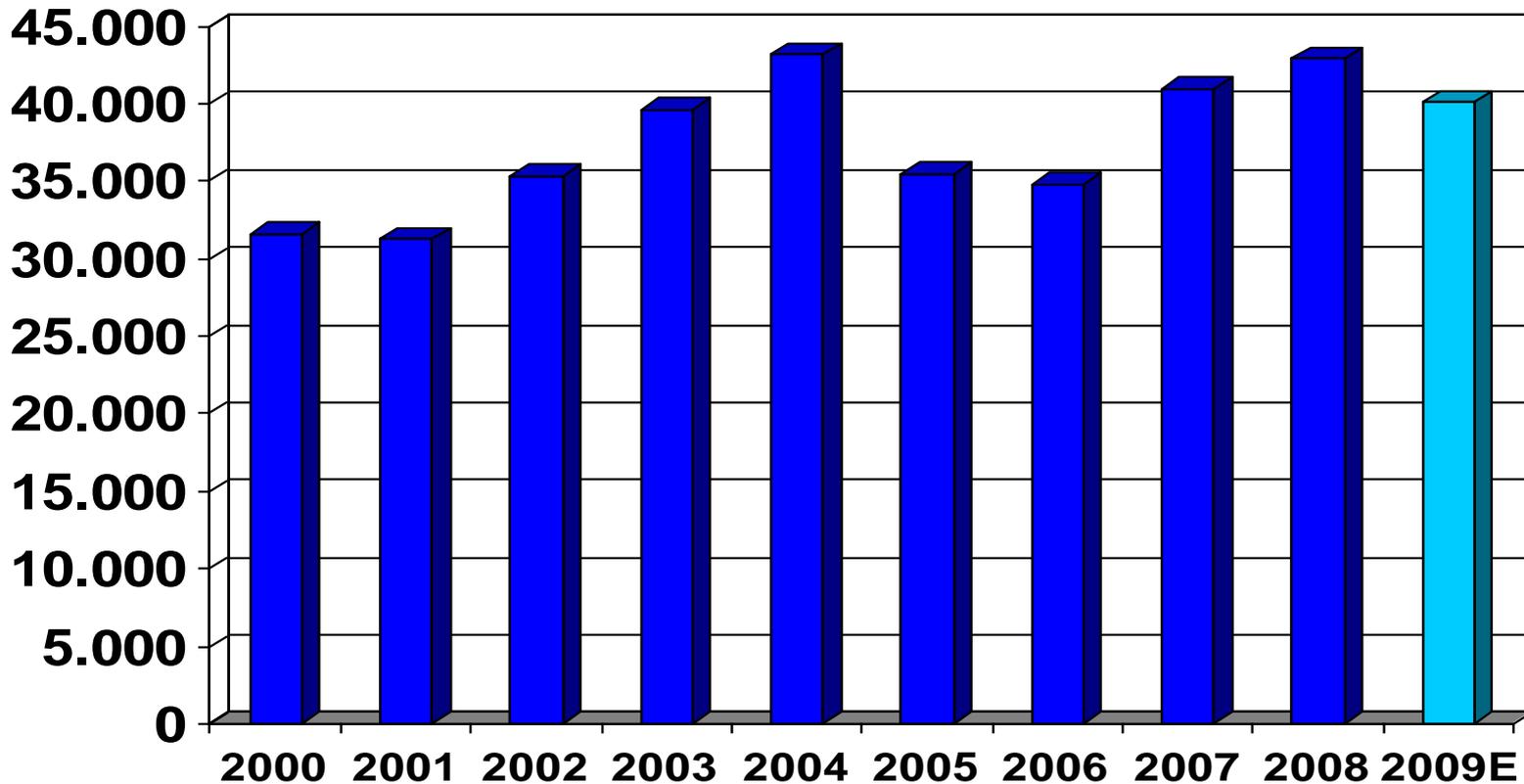
Nominal Sales of the sector (Million – US\$)





Sectorial Chamber for Farm Machinery and Implements (CSMIA)

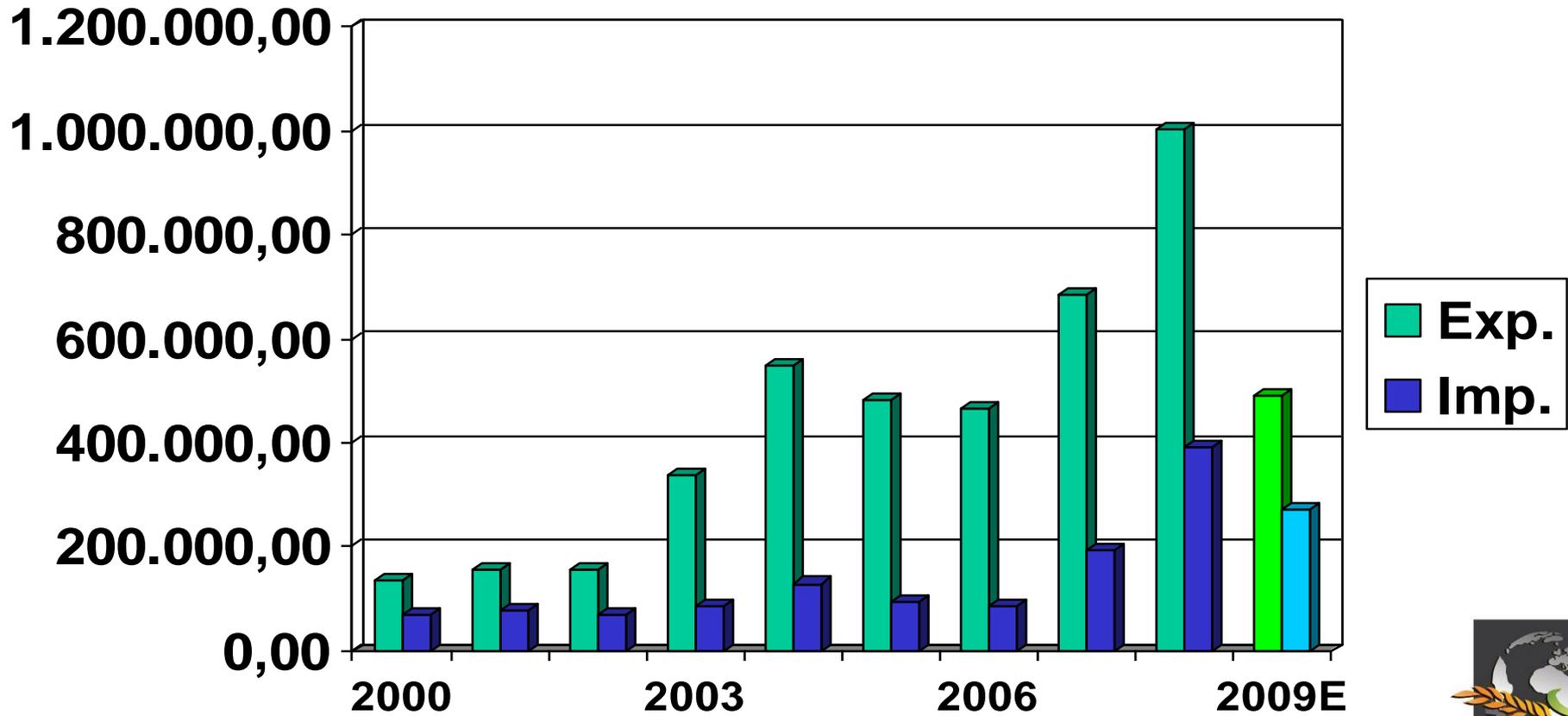
Employment Thousand - December





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Export / Import US\$ Thousand – FOB

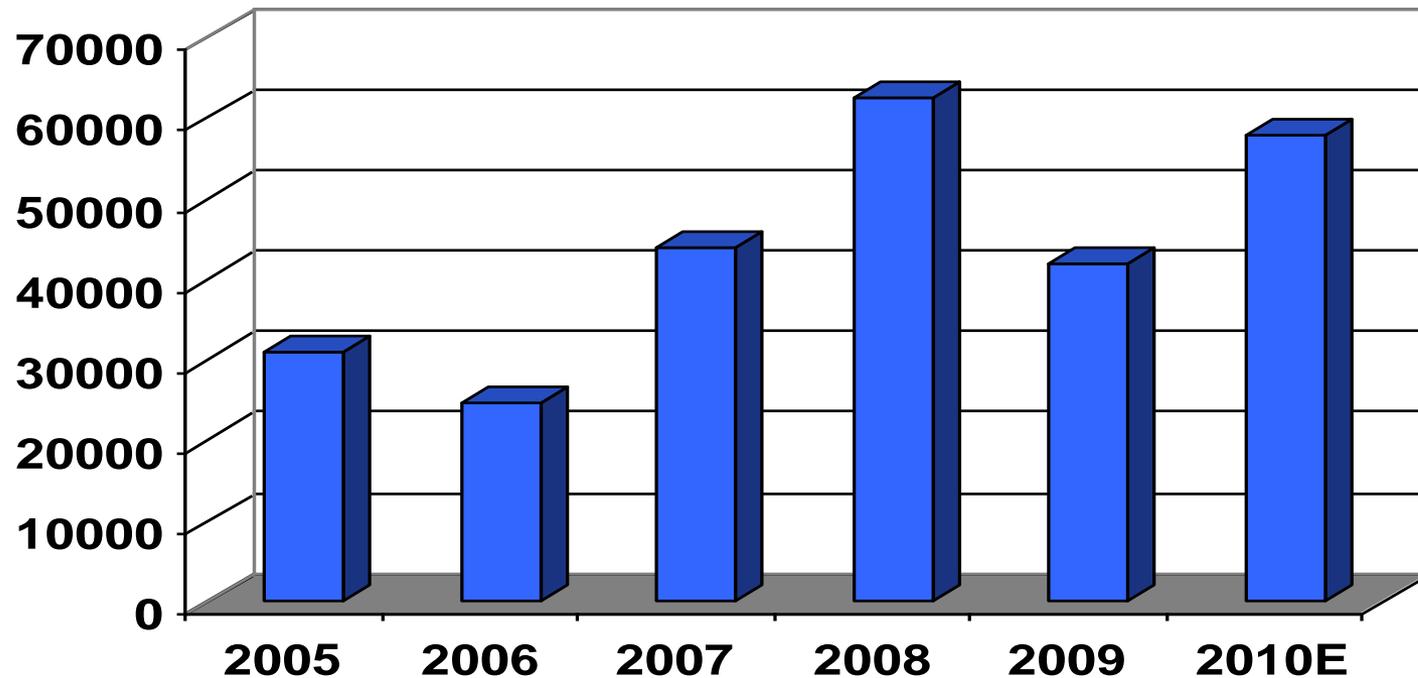




Sectorial Chamber for Farm Machinery and Implements (CSMIA)

Domestic Market – Direct planting in straw

Planters sales by number of tree rows (in units)



Source: CSMIA





Sectorial Chamber for Farm Machinery and Implements (CSMIA)

Domestic Market – Self Propelled Agricultural Machines

ANO YEAR	CULTIVADORES MOTORIZADOS TILLERS	TRATORES DE RODAS WHEEL TRACTORS	TRATORES DE ESTEIRAS CRAWLER TRACTORS	COLHEITADEIRAS COMBINES
1994	1.308	38.518	1.184	4.049
1995	1.210	17.594	1.178	1.423
1996	714	10.312	505	900
1997	707	16.049	842	1.709
1998	587	18.677	795	2.524
1999	629	19.205	646	2.906
2000	722	24.591	592	3.780
2001	856	28.203	496	4.098
2002	1.050	33.217	551	5.648
2003	1.585	29.476	449	5.440
2004	1.682	28.803	526	5.605
2005	2.141	17.729	408	1.534
2006	1.857	20.435	300	1.030
2007	1.548	31.300	437	2.377
2008	1.852	43.414	720	4.458
2009E		44.410		3.127

Source: ANFAVEA (2009E by Abimaq – CSMIA)





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Brazilian Wheel Tractor Fleet – 1960 / 2007

ANO YEAR	TRATORES DE RODAS unidades WHEEL TRACTOR units	ÁREA CULTIVADA CULTIVATED AREA 1.000 ha	ÍNDICE DE MECANIZAÇÃO AGRÍCOLA MECHANIZATION LEVEL ha/trator de rodas / ha/wheel tractors
1960	62.684	25.672	410
1965	76.691	31.637	413
1970	97.160	34.912	359
1975	273.852	41.811	153
1980	480.340	47.641	99
1985	551.036	49.529	90
1990	515.815	47.666	92
1995	481.316	50.022	104
2000	450.000	53.300	118
2005	354.722	59.339	167
2007	361.453 *	57.882	160

(*) Estimate

Source: ANFAVEA / IBGE





Sectorial Chamber for Farm Machinery and Implements (CSMIA)

The main plantations shall benefit from the technological development of agricultural machines and implements from Brazil.





Sectorial Chamber for Farm Machinery and Implements (CSMIA)

Technological development of agriculture machines and implements

The sector serves a wide harvesting, soil, topography, climatic conditions and rural labor by developing specific solutions for the sector. High versatility and strength agriculture machines and implements which shall be specially used in several countries are available to the small, medium and large-size producers.





Sectorial Chamber for Farm Machinery and Implements (CSMIA)

Such technology examples aggregated to the agriculture in Brazil exported to several countries worldwide



Direct Planting in straw



Sectorial Chamber for Farm Machinery and Implements (CSMIA)



Cultivation
sugar cane trencher, fertilizer
and cultivator applying 3
inputs at the same time with
variable rates.



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Cultivation handling





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Cultivation handling -
GPS + Automatic Pilot





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Forage harvesting

Harvesting System Per Total Area





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Feedlot Machinery





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Sugar cane cultivation

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Manioc plantation





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Storage systems





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Outcome of the agriculture technological development in Brazil

AGRISHOW

The Abimaq Farm Equipment Show

Technological reference

Over 700 exhibitors and 140 thousand visitors .





Sectorial Chamber for Farm Machinery and Implements (CSMIA)





Sectorial Chamber for Farm Machinery and Implements (CSMIA)

Possibilities in the Brazilian agricultural market for 2010

- Strong appreciation of the real against the dollar by inhibiting the competitiveness of various products such as meat;
- Possibility of falling commodity prices because of record world production as soybeans;
- Speculation has been affecting products such as coffee;
- Effect of financial crisis of 2008 in reducing the consumption of products such as orange juice;
- Presidential Elections

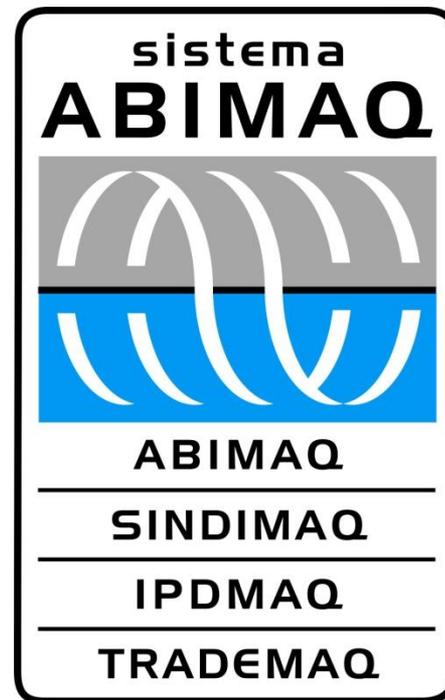




Sectorial Chamber for Farm Machinery and Implements (CSMIA)

...but although these possibilities we expect to grow 30% in farm machinery sales in 2010!





Thank you!

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